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March 18, 1967

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Int'l Section Begins Pg. 61

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Vol. XXVIII–Number 35 March 18, 1967

(Publication Office)
1780 Broadway
New York, N. Y. 10019
(Phone: JUdson 6-2640)
CABLE ADDRESS: CASHBOX, N. Y.

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SUBSCRIPTION RATES $20 per year anywhere in the U. S. A. Published weekly. Second class postage paid at Bristol, Conn. 06012 U.S.A.
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Economics Of Show Business

A timely and urgent call for the record business to reevaluate its pricing of selected albums was a highlight of the keynote speech of CBS Records' Clive Davis before last week's gathering of NARM, the wholesalers association.

In its bare essentials, Davis' philosophy boils down to the key phrase in economics: supply and demand. His elaboration on this point came well-stocked with pertinent analogies that put the business squarely within the realm of show business (or didn't you know?).

All areas of show business, Davis asserted, recognize the drawing power of certain attractions, whether they be in the form of expensive-to-mount musical shows or motion pictures or a leading artist who is signed, at a price that justifies his status as a "star," to appear "live" at a concert or night club. Consequently, these special attractions command higher admission prices. In Davis' well-thought-out views, why don't business principles that exist in other fields of show business apply to the record industry as well?

Cast and soundtrack albums do not come cheaply, offering, Davis explains, not 2 or 3 hours of entertainment as in their original form, but "literally hundreds of hours of entertainment." In these instances, the record label involved in these ventures needn't rely on old pricing patterns to try and make their investments profitable.

And label "profits," as Davis documented, have not been easy to come by. He pointed to a Harvard Business School study that showed that in 1964 manufacturers' consolidated return on net worth was 3.8%. The report remarked that this profit level was not sufficient to "sustain a healthy industry for any decent period of time." A 10-year growth in record sales of 224% (1955-66), in short, has resulted in what Dave Kapp once referred to as "profitless prosperity."

Thus, price readjustment of selected recorded properties in line with demand and expenditures to produce them, a justified procedure in all other areas of entertainment, is supported by basic economic logic.

"Your Past is Not Your Future" was the title of Davis' address. To relieve the great profit squeeze affliction, the business must weigh Davis' words with great care—and act in the **near** future.

Cash Box TOP 100

MARCH 18, 1967

		3/11	3/4
● 1	**PENNY LANE** BEATLES-Capitol-5810	3	15
2	**RUBY TUESDAY** ROLLING STONES-London-904	1	2
● 3	**HAPPY TOGETHER** TURTLES-White Whale-244	9	27
4	**SOCK IT TO ME—BABY** MITCH RYDER & DETROIT WHEELS-New Voice-820	4	9
5	**THEN YOU CAN TELL ME GOODBYE** CASINOS-Fraternity-977	5	6
6	**BABY I NEED YOUR LOVIN'** JOHNNY RIVERS-Imperial-66227	6	10
● 7	**THERE'S A KIND OF A HUSH** HERMAN'S HERMITS-MGM-13681	8	14
8	**LOVE IS HERE AND NOW YOU'RE GONE** SUPREMES-Motown-1103	2	1
● 9	**MY CUP RUNNETH OVER** ED AMES-RCA Victor-47-9002	11	17
● 10	**DEDICATED TO THE ONE I LOVE** MAMAS & PAPAS-Dunhill-4077	16	29
11	**KIND OF A DRAG** BUCKINGHAMS-USA-860	7	4
12	**EPISTLE TO DIPPY** DONOVAN-Epic-10127	10	11
13	**STRAWBERRY FIELDS FOREVER** BEATLES-Capitol-5810	13	26
● 14	**FOR WHAT IT'S WORTH** BUFFALO SPRINGFIELD-Atco-6459	20	25
15	**DARLIN' BE HOME SOON** LOVIN' SPOONFUL-Kama Sutra-220	17	23
16	**HUNTER GETS CAPTURED BY THE GAME** MARVELETTES-Tamla-54143	18	19
17	**I'VE BEEN LONELY TOO LONG** YOUNG RASCALS-Atlantic-2377	19	22
18	**THE BEAT GOES ON** SONNY & CHER-Atco-6461	12	7
19	**GIMME SOME LOVIN'** SPENCER DAVIS GROUP-UA-50108	14	5
● 20	**RETURN OF THE RED BARON** ROYAL GUARDSMEN-Laurie-3379	27	50
● 21	**CALIFORNIA NIGHTS** LESLY GORE-Mercury-72649	26	36
● 22	**I THINK WE'RE ALONE NOW** TOMMY JAMES & SHONDELLS-Roulette-4720	31	41
● 23	**UPS & DOWNS** PAUL REVERE & RAIDERS-Columbia-44018	28	34
● 24	**THIS IS MY SONG** PETULA CLARK-Warner Bros-7002	40	66
25	**GEORGY GIRL** SEEKERS-Capitol-5756	23	3
26	**PRETTY BALLERINA** LEFT BANKE-Smash-2074	15	12
27	**GO WHERE YOU WANNA GO** 5th DIMENSION-Soul City-753	21	16
28	**YOU GOT TO ME** NEIL DIAMOND-Bang-540	22	24
● 29	**I NEVER LOVED A MAN (THE WAY I LOVE YOU)** ARETHA FRANKLIN-Atlantic-2386	45	73
● 30	**JIMMY MACK** MARTHA & THE VANDELLAS-Gordy-7058	48	59
31	**I'M A BELIEVER** MONKEES-Colgems-1002	25	8
● 32	**59TH STREET BRIDGE SONG** HARPERS BIZARRE-Warner Bros-5890	49	71
33	**NIKI HOEKY** P. J. PROBY-Liberty-55936	39	42
34	**LADY** JACK JONES-Kapp-800	36	40
35	**PUCKER UP BUTTERCUP** JR. WALKER-Soul-35030	37	39
● 36	**BEGGIN'** 4 SEASONS-Philips-40433	42	65
37	**INDESCRIBABLY BLUE** ELVIS PRESLEY-RCA-47-9056	35	37
● 38	**BERNADETTE** 4 TOPS-Motown-1104	59	—
39	**NO MILK TODAY** HERMAN'S HERMITS-MGM-13681	41	47
40	**EVERYBODY NEEDS SOMEBODY TO LOVE** WILSON PICKETT-Atlantic-2381	43	44
41	**LET'S FALL IN LOVE** PEACHES & HERB-Date-1523	47	52
● 42	**THE LOSER (WITH A BROKEN HEART)** GARY LEWIS & PLAYBOYS-Liberty-55949	57	68
43	**MERCY, MERCY, MERCY** CANNONBALL ADDERLEY-Capitol-5798	29	18
44	**WE AIN'T GOT NOTHIN' YET** BLUES MAGOOS-Mercury-72622	24	13
45	**IT TAKES TWO** MARVIN GAYE & KIM WESTON-Tamla-54141	44	48
46	**DADDY'S LITTLE GIRL** AL MARTINO-Capitol-5825	46	49
47	**ONE MORE MOUNTAIN TO CLIMB** RONNIE DOVE-Diamond-217	51	62
● 48	**WESTERN UNION** FIVE AMERICANS-Abnak-118	74	100
49	**I HAD TOO MUCH TO DREAM (LAST NIGHT)** THE ELECTRIC PRUNES-Reprise-532	30	20
50	**MORNINGTOWN RIDE** SEEKERS-Capitol-5787	58	84
51	**THE LOVE I SAW IN YOU WAS JUST A MIRAGE** MIRACLES-Tamla-54145	54	60
52	**SIT DOWN I THINK I LOVE YOU** MOJO MEN-Reprise-539	56	57
53	**I'LL TAKE CARE OF YOUR CARES** FRANKIE LAINE-ABC-10891	52	53
54	**DIS-ADVANTAGES OF YOU** BRASS RING-Dunhill-4065	50	51
● 55	**TRAVELIN' MAN** STEVIE WONDER-Tamla-54147	65	81
56	**WHEN SOMETHING IS WRONG WITH MY BABY** SAM & DAVE-Stax-210	62	69
● 57	**SWEET SOUL MUSIC** ARTHUR CONLEY-Atco-6463	73	—
58	**LOVE YOU SO MUCH** NEW COLONY SIX-Sentar-1205	55	58
● 59	**DETROIT CITY** TOM JONES-Parrot-40012	69	—
60	**BECAUSE OF YOU** CHRIS MONTEZ-A&M-839	68	—
61	**KANSAS CITY** JAMES BROWN-King-6086	67	—
● 62	**WITH THIS RING** PLATTERS-Musicor-1229	76	89
63	**WADE IN THE WATER** HERB ALPERT & T.J. BRASS-A&M-840	70	—
64	**I DIG YOU BABY** JERRY BUTLER-Mercury-72648	60	67
● 65	**SOMETHIN' STUPID** NANCY SINATRA & FRANK SINATRA-Reprise-0561	—	—
66	**NO FAIR AT ALL** ASSOCIATION-Valiant-758	53	56
● 67	**LAWDY MISS CLAWDY** BUCKINGHAMS-USA-869	83	—
68	**THE GIRL DON'T CARE** GENE CHANDLER-Brunswick-55312	64	72
69	**PUSHIN' TOO HARD** SEEDS-GNP-372	66	54
● 70	**DRY YOUR EYES** BRENDA & THE TABULATIONS-Dionn-500	81	88
71	**SOUL TIME** SHIRLEY ELLIS-Columbia-44021	72	79
● 72	**WHAT A WOMAN IN LOVE WON'T DO** SANDY POSEY-MGM-13702	87	—
● 73	**TELL ME TO MY FACE** KEITH-Mercury-72652	84	—
74	**SHOW ME** JOE TEX-Dial-4055	77	99
● 75	**FOR HE'S A JOLLY GOOD FELLOW** BOBBY VINTON-Epic-10136	86	—
76	**1,2,3** RAMSEY LEWIS-Cadet-5556	75	83
77	**HUNG UP IN YOUR EYES** BRIAN HYLAND-Philips-40424	79	87
78	**SHE'S LOOKING GOOD** ROGER COLLINS-Galaxy-750	80	—
79	**HOLD ON I'M COMING** CHUCK JACKSON & MAXINE BROWN-Wand-1148	78	85
80	**MAIRZY DOATS** INNOCENCE-Kama Sutra-222	85	92
● 81	**MERCY, MERCY, MERCY** MARLENA SHAW-Cadet-5557	92	—
● 82	**YOU ALWAYS HURT ME** IMPRESSIONS-ABC Paramount-10900	93	—
● 83	**WALKING IN THE SUNSHINE** ROGER MILLER-Smash-2081	—	—
84	**WHY NOT TONIGHT** JIMMY HUGHES-Fame-1011	82	86
85	**WHO DO YOU LOVE** WOLLIES-Dunhill-4052	88	—
● 86	**OH THAT'S GOOD, NO THAT'S BAD** SAM THE SHAM & THE PHAROAHS-MGM-13713	—	—
● 87	**DON'T YOU CARE** BUCKINGHAMS-Columbia-91624	—	—
88	**DON'T DO IT** MICKEY DOLENZ-Challenge-59353	89	—
● 89	**WHEN I GIVE HER ALL THE LOVE I GOT** JIMMY RUFFIN-Soul-35032	—	—
90	**ON A CAROUSEL** HOLLIES-Imperial-66231	96	—
91	**THAT ACAPULCO GOLD** RAINY DAZE-UNI-55002	97	100
92	**MERCY, MERCY, MERCY** LARRY WILLIAMS AND JOHNNY WATSON-Epic-7274	98	—
93	**FRIDAY ON MY MIND** EASYBEATS-United Artists-50106	—	—
94	**THERE'S A CHANCE WE CAN MAKE IT** BLUES MAGOOS-Mercury-72660	95	—
95	**SING ALONG WITH ME** TOMMY ROE-ABC-10908	100	—
96	**MAKE LOVE TO ME** JOHNNY THUNDER & RUBY WINTERS-Diamond-218	—	—
97	**THE BEGINNING OF LONELINESS** DIONNE WARWICK-Scepter-12187	—	—
98	**AT THE ZOO** SIMON & GARFUNKEL-Columbia-44046	99	—
99	**I DON'T WANT TO LOSE YOU** JACKIE WILSON-Brunswick-55309	100	96
100	**POSTCARD FROM JAMAICA** SOPWITH CAMEL-Kama-Sutra-224	—	—

ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

At The Zoo (Charing Cross, BMI) 98
Baby I Need Your Lovin' (Jobete BMI) 6
Beat Goes On (Chris Marc, Catillian, BMI) 1B
Because Of You (Gower, BMI) 60
Beggin' (Saturday, Seasons Four, BMI) 36
Beginning Of Loneliness (Blue Seas, Jac, ASCAP) 97
Bernadett (Jobete, BMI) 38
Califarnia Nights (Genius & Enchanted, ASCAP) . 21
Daddy's Little Girl (Cheria, BMI) 46
Darlin' Be Hame Soon (Faithful, Virtue, BMI) 1S
Dedicated To The One I Lave (Trausdale, BMI) .. 10
Detroit City (Cedarwood, BMI) 59
Dis-Advantages (Andrew-Scott, ASCAP) S4
Don't Da It (Faur Star. BMI) .. .... BB
Don't Yau Care (Beechwood, Macbeth, BMI) .. B7
Dry Your Eyes (Bee Cali, BMI) 70
Epistle To Dippy (Peer Int./Hi-Caunt, BMI) 12
Everybady Needs Samebody To Lave (Keetch, Caesar & Dina, BMI) 40
S9th Street Bridge Sang (Charing Crass, BMI) 32
For He's A Jally Gaad Fellaw (Ahab, BMI) 7S
For What It's Warth (Ten East, Springala, Catillion, BMI) 14
Friday On My Mind (United Artists, BMI) 93
Georgy Girl (Chappell, A5CAP) 25
Gimme Same Lovin' (Essex, ASCAP) 19
Go Where Yau Wonna Ga (Trausdale, BMI) 27
Happy Together (Chardan, BMI) 3
Hald On, I'm Caming (Pranta, BMI) 79
Hung Up In Yaur Eyes (Viva, BMI) 77
Hunter Gets Captured By The Game (Jabete, BMI) 16
I Dig Yau Baby (Merpin, BMI) 64
I Don't Want Ta Lase Yau (Jolynne. BRC, BMI) . 99
I Had Taa Much Ta Dream (Last Night) (4 Star, BMI) .... 4?
I Never Laved A Man (14th Haur, BMI) 29
I Think We're Alane Naw (Patricia, Kama Sutra, BMI) 22
I'll Take Care Of Yaur Cares (Remick, ASCAP) .. S3
I'm A Believer (Screen Gems, Columbia, BMI) .. 31
Indescribably Blue (Elvis Presley, BMI) 37
It Takes Twa (Jobete, BMI) 45
I've Been Lanely Taa Lang (Stascar BMI) 17
Jimmy Mack (Jabete, BMI) 30
Kansas City (Arma, BMI) 61
Kind Of A Drag (Maryan, A5CAP, BMI) 11
Lady (Raasevelt, BMI) 34
Lawdy Miss Clawdy (Venice, BMI) 67
Let's Fall In Lave (Baurne, A5CAP) 41
Love Is Here And Naw Yau're Gone (Jabete, BMI) B
Love Yau Sa Much (T.M. New Calany, BMI) .. 5B
Mairzy Daats (Miller, ASCAP) 80
Make Lave Ta Me (Melrase, A5CAP) 96
Mercy, Mercy, Mercy (Zawinul, 8MI) 43, 81, 92
Morningtown Ride (Amadea, 8MI) S0
My Cup Runneth Over (Chappell, A5CAP) 9
Niki Haeky (Navalene, BMI) 33
Na Fair At All 66
Na Milk Taday (Man-Ken, BMI) 39
Oh That's Gaad, Na That's Bad (Fred Rase, BMI) 86
On A Carausel (Maribus, BMI) 90
One Mare Mauntain Ta Climb (Tabi-Ann, BMI) .. 47
1, 2, 3 (Dauble Diamand, 8MI) 76
Penny Lane (Maclen, BMI) 1
Pretty Ballerina (Lazy Day, BMI) 26
Postcard Fram Jamaica (Great Hanesty, BMI) 100
Pucker Up Buttercup (Jabete) 35
Pushin' Taa Hard (Neil, Purple Battle, BMI) 69
Return Of The Red Baron (Sanphil, BMI) . 20
Ruby Tuesday (Gidean, BMI) 2
She's Laaking Gaad (Mitsfah, 8MI) 78
Shaw Me (Tree, 8MI) 74
Sing Alang With Me (Law Twi, BMI) 9S
Sit Dawn, I Think I Lave Yau (Screen Gems, Columbia, BMI) 52
Sack It Ta Me—Baby (Saturday, 8MI) 4
Samethin' Stupid (Greenwaad, BMI) 65
Saul Time (Al Gallica, BMI) 71
Strawberry Fields Forever (Maclen, 8MI) .. 13
Sweet Saul Music (Redwal, BMI) S7
Tell Me Ta My Face (Maribus, BMI) 73
That Acapulca Gald (Claridge, A5CAP) 91
The Girl Dan't Care (Jalynne, (Cachand, 8RC-8MI) 68
There's A Chance We Can Make It (Ananga-Ranga, 8MI) 94
The Laser (Shyhill BMI) 42
The Love I Saw In You Was Just A Mirage (Jobete, BMI) S1
Then You Can Tell Me Good Bye (Acuff Rose, BMI) S
There's Kind Of A Hush (Francis, Day & Hunter, A5CAP) 7
This Is My Sang (Shamley, A5CAP) 24
Travelin' Man (Stein & Van Stack, A5CAP) .... SS
Ups And Downs (Dawn. BMI) 23
Wade In The Water (Alma, ASCAP) 63
Walking In The Sunshine (Tree, BMI) 83
What A Woman In Love Wan't Da (Windwaad-Side, BMI) 72
When I Give Her All The Lave I Gat (Jabete, BMI) 89
When Samething Is Wrang With My Baby .. S6
We Ain't Got Nathin' Yet (Ananga, Ranga, 8MI) (East-Pranta, BMI) 44
Western Union (Jet Star, BMI) 48
Wha Da Yau Lave (Arc, BMI) 85
With This Ring (VeeVee, BMI) 62
Why Nat Tanight 8S
You Always Hurt Me (Chi-Saund, 8MI) 82
You Gat Ta Me (Tallyrand, BMI) 28

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WAKR (Akron) • WHK
WSLR (Akron)
Columbus
WBNS • WMNI • WRFD

OKLAHOMA
Oklahoma City
WKY • KOCY • KLPR
Tulsa
KFMJ • KVOO

OREGON
Portland
KWJJ

PENNSYLVANIA
Allentown
WKAP
Harrisburg
WCMB
Philadelphia
WRCP
Johnstown
WJAC
Scranton
WGBI

RHODE ISLAND
Providence
WICE

SOUTH CAROLINA
Charleston
WBER • WCSC
WQSN • WTMA
Columbia
WCAY • WIS • WCOS
Greenville
WESC • WQOK
Spartanburg
WHCQ • WORD

SOUTH DAKOTA
Sioux Falls
KELO
Rapid City
KIMM

TENNESSEE
Chattanooga
WDEF • WDOD • WFLI
Knoxville
WATE • WBIR
WKGN • WNOX
Memphis
KWAM • WMC
WMQM • WREC
Nashville
WENO • WKDA • WLAC
WMAK • WSM

TEXAS
Austin
KHFI • KNOW • KTBC • KVET
Dallas
KBOX • KRLD
KSKY • WFAA
El Paso
KHEY
Ft. Worth
KBUY • KXOL • WBAP
Houston
KAYC (Beaumont)
KIKK • KNUZ
KTLW (Texas City)
KWBA (Baytown)
San Antonio
KBER • KITE
KMAC • WOAI

UTAH
Salt Lake City
KSOP
Provo
KOVO
Richfield
KSVC
Vernal
KVEL

VERMONT
Burlington
WVMT
Waterbury
WDEV

VIRGINIA
Norfolk
WAVY • WCMS
WGH • WNOR
Richmond
WEET • WGOE • WLEE
WRNL • WRVA

WASHINGTON
Seattle
KIRO
Spokane
KSPO

WEST VIRGINIA
Wheeling
WWVA

WISCONSIN
Milwaukee
WRIT
Madison
WKOW
Green Bay
WBAY
Wausau
WSAU • WSAU-FM

WYOMING
Cheyenne
KFBC
Casper
KVOC
Powell
KPOW
Torrington
KGOS

ELVIS NOW APPEARING IN THE HAL WALLIS PRODUCTION "EASY COME, EASY GO," A PARAMOUNT PICTURE, AT YOUR FAVORITE THEATER.

Happy Easter / / ELVIS and the Colonel /

Wholesalers View Tape Cartridges More Realistically At NARM Meet

HOLLYWOOD—The tape cartridge field got a thorough going over at two sessions devoted to "Merchandising the Tape Cartridge" at last week's NARM convention.

The sum total of the barrage of statistics seemed to add up to a year—taking NARM tape discussion at last year's meeting as the starting point—in which a panicky approach was replaced by fairly widespread commitment, and a more realistic, if uncertain attitude. It was also felt that the disk was secure as the major form of pre-recorded entertainment.

The first session was chaired by Amos Heilicher of the J. L. Marsh Co., who offered a general summary of the tape field, including characteristics of the cartridge and the problems of multiple distribution, as an opener. But, it was an open-floor discussion that produced a rash of current evaluations of tape cartridge business. According to varied estimates of the sales ratio between 4 and 8 track product, the 8-track cartridge has gained considerable ground in recent months.

Sasch Rubinstein, tape sales manager of Calectron, San Francisco, one of the leading tape distributors in the north west, said that 4 vs. 8 track sales varied from area to area, but the average was 1 to 1. Representing the Southern Calif. area, Glenn Becker noted that until Aug. of last year 4-track sales outdistanced 8-track movement 8-1, but the ratio was reduced to 2½ to 1 at the beginning of 1967. Larry Finley of ITTC noted that in the quarter ended Dec. 31, 8-track sales were 5-to-1 over 4-track, with a "better than expected" showing of rock 'n roll 8-track product. Norm Godwin said his 4-track sales were 3-to-1 vs. 8-track, dropping from a previous 18-to-1 pace over 8-track.

A third concept in tape cartridges, the cassette, was presented by Irwin Steinberg, vp of Mercury Records. While lack of sufficient promotional efforts have hindered its growth, Steinberg pointed out, a number of

(Continued on page 44)

FRONT COVER

A variety of disk sounds has spelled consistent success for Bobby Darin over the past 12 months. It started with a swingin' tribute to "Mame" and went on with such standout sides as Atlantic Records' "If I Were A Carpenter" and the more recent "Lovin' You." A by-product of his singles hits was a best-selling album, "If I Were A Carpenter." Bobby recently returned from England after completing work on his seventh movie, "Stranger In The House," in which he stars with Geraldine Chaplin and James Mason. On March 23, he opens at the Copacabana in New York. Last year, he returned to the club, after an absence of four years, with marked success. Darin's disks are now produced by Koppelman-Rubin.

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Dealer Group Maps Comeback In April

NEW YORK—The Association of Record Dealers of New York and New Jersey, inactive since Dec., 1965, is being re-vitalized, according to Mickey Gensler, president.

Gensler, who runs Teen Disco-Mat, a retail operation opposite Macy's in Manhattan, said activity would start next month. A new wrinkle in the set-up, Gensler stated, could be a broadening of the association's area to include other surrounding states. ARD's present membership roll is about 80. In the forefront of matters that ARD will take on, Gensler said, will be the problems of excise tax reimbursements to dealers, delivery of merchandise (Gensler terms truck deliveries as "impossible") and movement of major distrib branches out of New York (e.g. Capitol, Decca).

ARD was affiliated with the National Association of Retail Record Dealers (NAARD), also inactive since 1965. Gensler, who is treasurer of NAARD, said attempts have been made to bring NAARD into the National Association of Music Merchants (NAMM), but meetings to spell out conditions under which NAARD would operate within the framework of NAMM have never been held. NAARD claims membership of about 500 dealers across the country.

NARM's Smooth L.A. Convention Educates & Entertains Guests

HOLLYWOOD—The smoothness acquired at eight previous conventions was evident at the 9th annual gathering of NARM, the wholesalers association, at the Century Plaza Hotel in Hollywood last week (6-9).

Comments by tradesters who made up the 800 conventioneers indicated that the event proved highly educational in nature and had done much to "uplift the business."

Major Davis Statement

The keynote speech of Clive Davis, vp and general manager of Columbia Records, evolved into a major statement of policy for industry consumption, namely the adjustment of pricing on selected albums in line with demand, costs of production and the general profit squeeze within the music business (see editorial: "Economics of Show Business" and completed text of Davis speech on pg. 12). A 2-part session on the tape cartridge field was also deemed enlightening (see separate story).

Booths Criticized

One aspect of the confab received criticism: the booth set-up, which replaced NARM's familiar person-to-person meetings. Tradesters felt that the booth system tended to reduce the amount of privacy between those manning the booths and their visitors. Jules Malamud, NARM exec secretary, indicated that a new system would be devised for the future.

Billinis Welcome

In his brief welcoming address, John Billinis, president of NARM, set the theme for the convention ("Horizons Unlimited") by urging members to take a "sober look at our industry," adding that "the time has come for a reevaluation" to avoid what has developed into a "profitless prosperity."

NARM Award Winners On Page 44

Kintner Remarks

Earl Kintner (NARM General Counsel), in his introduction to Allen G. Siegal, noted that there are "fascinating legal technicalities which affect all of us." "As mergers arise, the federal government will be increasingly interested in our industry under the anti-trust laws. . . . Before any standardization of price is recommended to you it will be reviewed by the legal council of NARM."

Siegal Talk

Allen G. Siegal (Arent, Fox, Kintner, Plotkin & Kahn) spoke on "Handling Labor Relations in Your Business." Siegal's remarks were casual

(Continued on page 44)

Stanley Jaffee Is NARM's New Prexy

HOLLYWOOD—Stanley Jaffee is the new president of NARM. Jaffee, former NARM vp, is head of Consolidated Distributors of Seattle, Wash. In other election results revealed at last week's NARM confab, Jack Geldbart, former treasurer, is 1st vp and Amos Heilicher, former secretary, is 2nd vp. Don Ayres, director, is treasurer and Jim Schwartz is secretary.

The following board members were also named: Milt Israeloff, Charlie Schlang, Cecil Steen and John Billinis, previous president of NARM.

Allied Artists Plans Label-Publishing Firm

HOLLYWOOD—Allied Artist Pictures is expected to have a disk-publishing set-up in operation by April. Joe Gottfried, who will head the music wing, is currently negotiating a distribution agreement with a number of labels. Label will issue soundtracks stemming for AA productions, as well as a general line of albums and singles. AA is up for an Academy Award for its film, "A Man & A Woman," which was released on the United Artists label and whose main-title has been widely recorded.

Goday Exits TRO

NEW YORK—Happy Goday has left his post as vp and general professional manager of The Richmond Organization. Goday, associated with the music complex for the past seven years, said the parting was "amicable." He'll reveal his new association within 30 days, he said. While at Richmond, he was associated in the exploitation of such Broadway scores as "Stop The World," "Roar Of The Greasepaint," "Oliver!," "High Spirits," among others. He also worked closely in exploiting material by Charles Aznavour. He was made a TRO vp last year. Goday was once associated, as vp, with Leeds Music.

Chess Developing $1.5 Million Recording Center At New Chi HQ

CHICAGO—A onetime boiler factory is being outfitted to become a $1.5 million "recording center of the midwest." This is the goal of Chess Records, which is now in the process of refurbishing its new headquarters at 320 East 21st St. in Chicago.

When fully in operation by late May or June, the building will contain virtually every facility to bring a disk, single or LP, to market, including songwriting and master production.

These will include complete studio, pressing and printing facilities and a service, headed by Chess A&R director, Billy Davis, to produce masters down to the point of providing new material. Also on tap is a tape duplicating plant.

In seeking a site for such an all-encompassing operation, the Chess brothers, Leonard & Phil, purchased a building of 8-floors from the 3M Company, which had acquired the edifice when it bought out the Revere Camera Company some years ago. The edifice's origins, however, was that of a boiler factory. The brothers consider the purchase price of $425,000 a great buy. The building contains a total of 172,000 square feet (22,000 per floor), compared to a total of 24,000 square for Chess' previous home in the Windy City.

One Man Control

Marshall Chess, vp and foreign operations head, notes that one of the unique aspects of the self-sufficient music operation will be the ability of a client to call a single person to initiate the production of any project. For its pressing operation, Chess expects to keep humming with 60% of non-Chess activity, with a similar percentage for recording activity. Twenty-four singles presses can manufacture 125,000 singles on an 8-hour shift, 375,000 over 24 hours. Sixteen LP presses can produce 19,000 LP's a day. The singles output will be three times greater than Chess' present facilities in Chicago.

For a record that goes through session and pressing at Chess, a single could be in the hands of a disk dealer in Chicago in four hours, claims Leonard Chess. The studio set-up, Chess said, will be built at a cost of $150,000, including a $35,000 German mixer

(Continued on page 42)

Clive Davis On:

LP Pricing

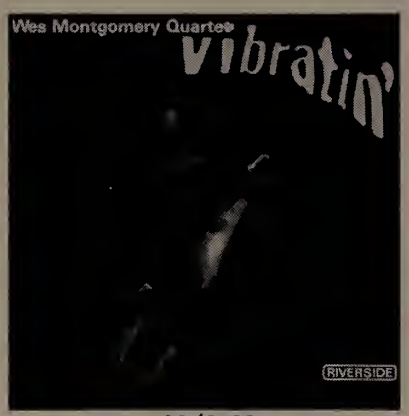
Tape Cartridges

Trade Charts

See Page 12

put some FRAZ in your sales!

2000/92000



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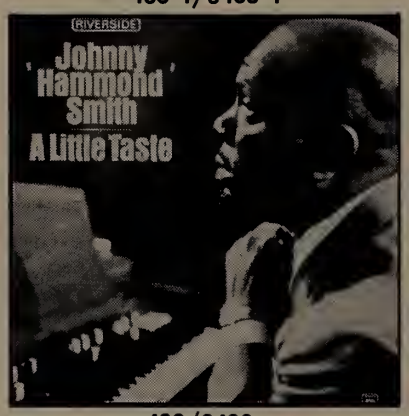

496/9496

all new from

RIVERSIDE

Cash Box LOOKING AHEAD

A compilation, in order of strength, of up and coming records showing signs of breaking into The Cash Box Top 100. List is compiled from retail outlets.

1 **WHOLE WORLD IS A STAGE**
(Myto Music—BMI)
Fantastic 4 (Rictic 122)

2 **MATTHEW & SON**
(Cat Music—ASCAP)
Cat Stevens & Deram (London 7505)

3 **BREAK OUT THE WINE**
(Chardon—BMI)
Spike Drivers (Reprise 0558)

4 **SO GOOD**
(Acuff-Rose—BMI)
Roy Orbison (MGM 13687)

5 **STORMY WEATHER**
(Arko Musicor—ASCAP)
Magnifecent Men (Capitol 5812)

6 **MARRYIN' KIND OF LOVE**
(Kama Sutra, Rumbalero—BMI)
Critters (Kapp 805)

7 **IT'S A HAPPENING THING**
(Faur Star—BMI)
Peanut Butter Conspiracy (Columbia 43985)

8 **BABY HELP ME**
(Pronto Quivny—BMI)
Percy Seldge (Atlantic 2383)

9 **MR. FARMER**
(Neils, Purple Battle)
Seeds (GNP Crescendo 383)

10 **PIPE DREAM**
(Ananga Ranga—BMI)
Blues Magoos (Mercury 72660)

11 **I'LL GIVE YOU TIME**
(Beechwood—BMI)
Outsiders (Capitol 5843)

12 **JUST LIKE A MAN**
(Edwin H. Morris—ASCAP)
Margaret Whiting (London 106)

13 **I'LL TRY ANYTHING**
(Betroe—BMI)
Dusty Springfield (Philips 40439)

14 **GONNA GET ALONG WITHOUT YOU NOW**
(Reliance—ASCAP)
Trini Lopez (Reprise 0547)

15 **YELLOW BALLOON**
(Teeny Bopper—ASCAP)
Yellow Balloon (Canterbury 508)

16 **PEEK A BOO**
(Southern—ASCAP)
New Vaudville Band (Fontana 1573)

17 **BITTERSWEET**
(Trausdale—BMI)
Robbs (Mercury 72641)

18 **THE BIGGEST MAN**
(Vee-Vee—BMI)
Tommy Hunt (Dynamo 101)

19 **HERE COMES MY BABY**
(Mainstay—BMI)
Tremeloes (Epic 10139)

20 **IF YOU'RE THINKING WHAT I'M THINKING**
(Screen-Gems, Columbia—BMI)
Dino Desi & Billy (Reprise 0544)

21 **WALK TALL**
(Miller—ASCAP)
Two Of Clubs (Fraternity 975)

22 **SUMMER WINE**
(Criterion—ASCAP)
Nancy Sinatra (Reprise 0527)

23 **EXCUSE ME DEAR MARTHA**
(Pocket Full Of Tunes Noma—BMI)
Pozo Seco Singers (Columbia 44041)

24 **YELLOW BALLOON**
(Sang City—ASCAP)
Jan & Dean (Columbia 44036)

25 **EVERYTHING TURNED BLUE**
(Low-Twi—BMI)
Billy Joe Royal (Columbia 44003)

26 **GIRL I NEED YOU**
(Jalynne—BMI)
New Artistics (Decca 55315)

27 **THE JUNGLE**
(Modern—BMI)
B. B. King (Kent 462)

28 **I WANT TO TALK ABOUT YOU**
(St. Louis Music—BMI)
Ray Charles (ABC 10901)

29 **BLUES THEME**
(Dijan Music—BMI)
Arrows (Tower 295)

30 **BREAKIN' THROUGH**
(Wipper—ASCAP)
Doors (Elektra 611)

31 **BLACK OLIVES**
(SuMa, Falls City, Caunterpart—BMI)
Bad Boys (Paula 254)

32 **TIGHTROPE**
(Vee Vee—BMI)
Inez & Charlie Fox (Dynamo 102)

33 **NOTHING TAKES THE PLACE OF YOU**
Toussaint McCall (Ronn 3)

34 **RIOT ON SUNSET STRIP**
(Dijon—BMI)
Standells (Tower 314)

35 **LIVE**
(Thirty Four La Brea—ASCAP)
Merry-Go-Round (A&M 834)

36 **IF I ONLY HAD A SONG TO SING**
(Chardon—BMI)
Wayne Newton (Capitol 5842)

37 **SHE TOOK YOU FOR A RIDE**
(Orlap—BMI)
Aaron Neville (Parlo 103)

38 **FRAULEIN**
(Travis—BMI)
Vic Dana (Dolton 55950)

39 **ANIMAL CRACKERS (IN CELLOPHANE BOXES)**
(Chardan—BMI)
Gene Pitney (Musicor 1235)

40 **CHANTILLY LACE**
(Glad Music—BMI)
Shorty Long (Soul 35031)

41 **TIME WAITS FOR NO ONE**
(Beechwood—BMI)
Knack (Capitol 5774)

42 **GIVE IT TO ME**
(Dick James—BMI)
Troggs (Fontana 1576)

43 **HIP-HUG-HER**
(East—BMI)
Booker T. MG's (Stax 211)

44 **HOLD ME, TOUCH ME, KISS ME**
(Jabete—BMI)
Inspirations (Back Pearl 100)

45 **HANG ON TO ME**
(Sculpture—ASCAP)
John Gary (RCA Victor 9119)

46 **HERE, THERE, & EVERYWHERE**
(Northern—ASCAP)
Claudine Longet (A&M 832)

47 **SOMEBODY TO LOVE**
(Copper Penny—BMI)
Jefferson Airplane (RCA Victor 9140)

48 **IT MUST BE LOVE**
(Gamble, Huff—BMI)
Intruders (Gamble 204)

49 **DO THE THING**
(Balo—BMI)
Lou Courtney (Riverside 4589)

50 **PERSECUTION SMITH**
(Gear—ASCAP)
Bob Seegar (Cameo 465)

Good as Gold!

Every record by The Monkees has topped the million mark! This one's next!

"A LITTLE BIT ME, A LITTLE BIT YOU"

"THE GIRL I KNEW SOMEWHERE"

#1004

COLGEMS

Manufactured and Distributed by RCA

MERCY
MERCY
MERCY
MERCY

MARLENA
SHAW
CADET 5557
there's a world of excitement on CADET RECORDS

Cash Box RADIO ACTIVE CHARTS

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO MARCH 8, 1967)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
60%	Somethin' Stupid	Frank & Nancy Sinatra	Reprise	79%
42%	Sweet Soul Music	Arthur Conley	Atco	73%
38%	At The Zoo	Simon & Garfunkel	Columbia	58%
35%	What A Woman In Love Won't Do	Sandy Posey	MGM	70%
33%	Walking In The Sunshine	Roger Miller	Smash	33%
31%	Tell It To My Face	Keith	Mercury	61%
30%	Don't You Care	Buckinghams	Columbia	30%
29%	I'll Try Anything	Dusty Springfield	Philips	29%
28%	With This Ring	Platters	Musicor	94%
27%	When I Give Her All The Love I've Got	Jimmy Ruffin	Soul	27%
26%	A Little Bit Of Me, A Little Bit Of You	Monkees	Colgems	26%
25%	For He's A Jolly Good Fellow	Bobby Vinton	Epic	52%
24%	Oh That's Good, No That's Bad	Sam The Sham & Pharaohs	MGM	24%
23%	Sing Along With Me	Tommy Roe	ABC	39%
22%	Bernadette	4 Tops	Motown	94%
21%	Sunday For Tea	Peter & Gordon	Capitol	21%
20%	Western Union	5 Americans	Abnak	98%
19%	The Loser (With A Broken Heart)	Gary Lewis	Liberty	96%
18%	I Never Loved A Man (The Way I Love You)	Aretha Franklin	Atlantic	96%
17%	Detroit City	Tom Jones	Parrot	89%
16%	Travelin' Man	Stevie Wonder	Tamla	86%
15%	Friday On My Mind	Easybeats	U.A.	15%
14%	Dry Your Eyes	Brenda & Tabulations	Dionn	74%
13%	Excuse Me Dear Martha	Pozo Seco Singers	Columbia	31%
12%	After The Ball	Bob Crewe	DynoVoice	37%
11%	Postcard From Jamaica	Sopwith "Camel"	Kama Sutra	11%
10%	Mercy, Mercy, Mercy	Marlene Shaw	Cadet	10%
10%	Pipe Dream	Blues Magoos	Mercury	10%

LESS THAN 10% BUT MORE THAN 5%

	Total % To Date		Total % To Date		Total % To Date
There's A Chonce We Con Moke It Blue Magoos (Mercury)	32%	Girl I Need You Artistics (Brunswick)	9%	You've Got To Know Kit Kots (Jomie)	17%
She Took You For A Ride Aoron Neville (Porlo)	9%	You Always Hurt Me Impressions (ABC)	68%	On A Carousel Hollies (Imperial)	16%
		Touch Me Hold Me, Kiss Me Inspirotions (Black Peorl)	18%		

CAMEO PARKWAY RECORDS

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Complete Text Of Clive Davis' NARM Keynote Speech

YOUR PAST IS NOT YOUR FUTURE
NARM Convention Keynote Address
of
CLIVE J. DAVIS
Vice President and General Manager,
CBS Records
Los Angeles, California—March 6, 1967

It is a wonderful honor for me to have been invited to address tbis historic meeting of NARM. I look out tbere among you and see so many of the illustrious names of the industry. There are the men who have formed the musical tastes of the country by working and pioneering so creatively—finding the artists wbo will become household names, choosing the rigbt composition, getting the hest arrangement and mixing all togetber so that tbe public of this country and indeed that of the world can spend its leisure time with music. Tbere are the record distributors who in addition to strong sales and promotional assistance bave the perception to stick with certain records bypassed hy others, and literally make hits of tbem by tenacious persistence. Then, of course, tbere are our hosts, the rack johhers, the record merchandisers, witbout whose marketing revolution there would not be this vast business that constitutes the record industry today.

Wbat a truly distinguished group—and we all owe so much to NARM wbich has provided a forum for us to convene to see where we in the record industry stand today. Although I have heen at the helm of Columbia Records for almost two years, this is my fifth NARM convention. Fortunately, for me, there were legal problems in earlier, chaotic times and I decided that the hest way to come to grips with the prohlems would be to go where the action was—and that was to NARM itself. What I saw was a revelation. Two enemy camps girded for battle, each sure the other had nothing valuahle to offer, each positive tbat tbe other was out to make a sacrificial lamb of him. However, gradually, with every succeeding convention, a different tone began to emerge. A greater understanding began to develop so that each side became at least alerted to the problem of the other and lo and bebold certain prohlems of one were recognized as the prohlems of tbe other. Some recognition of interdependence of interest began to penetrate. Tbe meetings hecame more meaningful. The exchanges were less governed by long, repeated, tired rbetoric spoken hy actors who, it seemed, were given parts to play in familiar roles. Serious problems were being considered, at least by some who knew that time was changing and so must they.

It is in this spirit that I speak to you today. Mindful of the growing maturity of the membership of NARM, aware of the critical prohlems now facing us and hopeful that we are ready to face these problems with the recognition that our needs are interlocked and tbat the solutions must be beneficial to all.

At any rate, I am here today no longer as a lawyer—one must broaden one's horizons very quickly these days if he is to survive in this intense, competitive business. I speak to you as one who feels that we are at a highly critical juncture in the existence of the record industry. And, I come to you, hopefully speaking not just for Columbia Records or for manufacturers hut for all those who feel that everyone's interests are interrelated and not antagonistic to one another. For no longer can the spirit of isolationism prevail among us. Indeed if manufacturers start sneezing, NARM members had better start taking Dristan immediately if they are not to catch cold.

Fresh Approach To New Prohlems

Frankly, at Columbia Records, we are trying to encourage new thinking today. It is a thinking that is predicated upon the belief in the value of fresh approaches to old prohlems, those that have not yet been solved by experience. We no longer try to hold any idea sacred, hut use all the tools at our disposal to reach creative and marketing decisions. We are making the attempt to constantly reevaluate established policies to make sure that they still have force and are still relevant in the fast-changing record world confronting us today. Ohviously, we all need new analyses of where we are going—we, the manufacturers, and you, the record merchandisers. It is this that I'm going to ask you to think of today—to adhere to only one principle with conviction and that is that: Your Past Is Not Your Future. I'm going to ask you to forget certain time honored heliefs and I'm going to ask you to break through the wall that some of you have huilt around yourselves under the euphemistic term of "experience". Experience is a marvelous tool when it aids one to respond to new challenges in different ways. It is a hindrance when it prevents creative thinking and when it precludes fresh ideas. No great businessman got ahead on experience alone. Those who prospered did so hecause they used their experience to try new things, not resist them. Now let's look to see where we are in our industry, what stage we have reached and what we can do to assure that our mutual horizons are, indeed, unlimited.

Nagging Questions

Today, we are faced with the wonderful opportunity of moving our industry on to heights that could not have heen conceived of as recently as ten years ago. At the same time, we are confronted with the prospect of being bogged down by factors that could thwart all future growth. There are some persistent nagging questions facing us: Can the manufacturer and wholesaler continue to exist on comparatively meager returns on investment, meager profit to sales ratios, shaky and tenuous foundations changing day to day and week to week despite the fact that we have experienced such a hoom period of growth for our industry? What will happen if the long awaited recession comes? How long will we go on immune to tbe signs of the times, immune to wbat is happening in our country, in our economy and indeed in other industries closely allied to our own? How long will we go on borrowing from the future until credit finally becomes exhausted?

If you think that I am over-dramatizing tbe seriousness of tbis situation, let's look at the facts. Tbe history of our industry has heen beavily chaotic. It bas involved violent distribution practices and a profitless period of prosperity despite tbe industry's fast growth. And indeed we bave experienced a phenomenal growth, one which has outpaced tbe population growth and the economy in terms of gross national product and per capita income. In the period from 1955 to 1966, record sales increased by a fantastic 224%. On the otber band, over that same period, consumer expenditures for goods and services increased by only 81%.

And our growtb rate continues to increase yearly. 1966 represented a healthy advance over 1965. But, at the same time, what is amazing is tbat despite the fact that we bave grown so much faster than the rest of the economy reflecting the consumer demand for our product, our history, unlike the rest of the economy, is discouragingly one of a downward price spiral. This at the same time that costs spiral upward for tbe manufacturer. We tberefore have a tight profit squeeze to which no other segment of the economy is subjected witb such merciless persistence.

This profit squeeze has heen talked about a lot in the abstract but it's high time for the facts to be made public. All of the members of NARM have to become aware of the actual problems facing manufacturers. First you have to helieve what you hear, then some specific suggestions or areas for thought have to be raised if any constructive solution is to be found. This is the place to do it and I will make the attempt.

Harvard Report

In 1964 record manufacturers engaged the Harvard Business School to prepare an economic study of their financial condition. This was necessary because music publishers were demanding that copyright royalties he raised from 2¢ to 3¢ per composition. This—for an album—would mean an increase to manufacturers of 10¢-12¢ per album. And what's more, at the same time most of you were asking for furtber cuts in the wholesale price of records. When published, the Harvard professor's report showed that in 1964 the combined net profit for record manufacturers was a paltry 1.7%. And 1964 was then the highest sales year in the industry's history. Costs to the manufacturer had risen substantially and in 1964 manufacturers' consolidated return on net worth was 3.8%. That is, the Harvard report pointed out, a profit level that is not sufficient to sustain a healthy industry for any decent period of time.

The Harvard economists presented a graph tracing the rise in the general consumer price index during the period of 1957 to 1965. It sbowed a tremendous increase for other products reflecting the substantial cost of living rises, greater labor costs and the inflationary values of goods and services. What took place in our industry? Just the reverse. In other words as the demand grew, prices kept falling. This drop in price at the retail level, along with tremendous price pressures from you, put an enormous squeeze on the manufacturer and rendered his position precarious. And it certainly didn't help you either. As price concessions were ohtained, you felt obliged to pass them on. You have stated repeatedly that your profit pictures looked bleak. Several bankruptcies occurred—a number to valued record names who were caught up in the whirlpool of daily practices without any long-term planning or foresight. You too suffered by running against the country's economic trend in pricing. But what's most unfortunate is that you've taken pride in winning these pyrrhic victories over the manufacturer to lower prices. One would think that you must know that the sbort-term victory involving the quick dollar is meaningless. And yet endlessly the pricing pressure asserts itself again and again. Manufacturers want to make a stand, but they worry about what short-sighted competitors might do and most take the easy way out. Rack johbers would love to increase their margins hut they too have qualms about their competitors. This vicious cycle leads to a serious problem for every one of us to solve individually and it's certainly time for a frank piercing analysis instead of the stalemated arguments and rote exchanges that have yielded nothing new hefore. The question that is never answered is: Why must we he so primitive and different from other allied industries who have approached and dealt with the price problem realistically? Clearly none of us can continue with a risk pattern that results in grossly inequitahle returns. For manufacturers these risks are enormous, intensified hy the volatility of tastes and the impossihility of predicting with certainty the premanence of artists' popularity. Their costs, high in 1964, are continuing to spiral upwards. Artists today present inordinate demands, asking considerably more in guarantees and royalties than ever before. The copyright hill I mentioned before, recently proposed hy the House Suh-committee on Coprights, recommended a 25% increase in copyright royalties for manufacturers to ahsorh. Labor costs rise every time there is a new union contract negotiated. And the problem is not going to go away. These costs are not just the manufacturers' problem. They are yours as well. Everybody is a loser in this game of price-squeezing, the manufacturer, the wholesaler, the retailer and ultimately the public. However, not surprisingly, the public, as much as any of us, does not want to lose, and the record shows they are willing to pay in order not to do so. We keep hearing that they won't pay more for our product. Frankly, that's nonsense. This is the pat answer—the easy way out. What's surprising is that so few in the record industry are willing to test it. But please let's not just hattle about this toe to toe. We've done tbis before. Let's try something new. Let's examine tbe facts.

Label Princes & Merricks

Let's look to allied fields of entertainment and see wbat's done tbere. There's a hit sbow on Broadway called "Cabaret" and orchestra tickets are now selling for $12.00. Are there prohlems at the box office? Certainly not! Tbe show is sold out every nigbt with standing room only. When there is a demand for something, tbe public will pay for it. Tbis is despite the fact tbat competition down the hlock from "Fiddler On The Roof" bas its orchestra seats pegged at $9.90 and it too is a hig hit. But you know sometbing, there is no real price war between "Cabaret" and "Fiddler" hecause the producer is the same for eacb sbow. Now, three years later with the opening of "Caharet", he's learned his lesson and is profiting from it. The public will pay for what it wants in entertainment and he is pricing accordingly. Do all of you remember when orchestra seats used to be $4.80—and now we're talking of $9.90 and $12.00. But wbat has happened to the price of records during this same period? Where are the Hal Princes and the David Merricks of our burgeoning record business who will price records individually according to the public's demand for it? After all, records too are part of show business.

Now let's look at another hranch of the entertainment world—tbe world of night clubs. Here too where tbe financial demands of the artist are high, so is tbe cost to the consumer. The cover charge at the Waldorf can be raised to $7.00 for a hig artist and every table will still be full. Put some lesser personality in, remove the cover and you still couldn't give the tables away. At the 500 Club in Atlantic City, the standard cover is $2.00 if the artist is not well-known but get a Sinatra or Sammy Davis in there and the price because of the cost justifiably goes way up—but so do the ropes to hold back tbe people who are clamoring to get in. When the night club owner risks $25,000 or more a week, business prudence dictates tbat in order to recoup his expenditure, he must price accordingly. Do we in our industry? Quite the contrary. The records of our hot artists, more expensive to sign and record, frequently become loss-leaders and are almost given away. This despite the principle that would say that when you bave hit product, you must make money on it to make up for the flops. And do we have flops in our business! Over 75% of all records don't even reach the hreak-even point.

Now let's look at still another allied world—the world of movies. Here, too, wben expenses are heavy and costs run to 5 or 10 million dollars a production, the film goes into a first run location at $2.50 to $4.00 for seats. Yet, for movies like "Sound Of Music", "My Fair Lady" and "Dr. Zhivago" the lines still went around the block. The public doesn't mind this even though they pay less for equally fine movies like "Alfie" or "Born Free'. Somehow cost factors are clearly understood. Movie companies, distributors and exhibitors decided to take the risk and break the ancient pricing tradition in their industry, and this from a public used to paying much less for movie seats over 30 years of movie going. Today, in large cities, neighborhood movie houses showing films that are not even first run, charge $2.00 and $2.50, and they get it. What's ironic is that a film for $2.50-$4.00 is a fleeting hour and a half's entertainment; an evening in the theatre for $12.00 or $9.90 is three hours of entertainment, but from one 12" long-playing record one can get literally hundreds of hours of entertainment. Yet, the price pressures continue in our field. Granted, when you attempt variable pricing, you have to be right but that's wby you're in the entertainment business. Product is priced with discretion. The rule doesn't have to apply to all product. All movies aren't priced alike. The same night club varies its price for eacb artist appearing there. The same is true for concerts. Supply and demand is the key. Where we have priced albums selectively, sales have not been adversely affected. "Mame" and "Caharet" are each list priced at $5.79 mono and $6.79 stereo. So are others of our recent show alhums now that severe investment risks are involved plus heavy recording costs. The flops still don't sell and no discount will help them. But people want "Mame" even at the higher price. There are almost 400,000 sales to date. "Caharet" also is an excellent seller. The Rolling Stones had their Greatest Hits alhum list at $4.79-$5.79. I understand that sales to date are in excess of 1,000,000 albums, higher than many of their alhums with a lower list price.

Well where are we so called "record men" today. Despite last year's overall rise in consumer and wholesale prices, ours in many cases went down. The record industry has, as Dr. Doody pointed out to you last year, "reached the hottom of the harrel when it comes to profits". By the way, how many of you listened to Dr. Doody, applauded enthusiastically and then returned to operate your businesses with the same rigidity as in the past, selling price not product or quality, ignoring the consumer, his huying patterns and habits. I don't want to go any further helahoring this crucial point. It all is summarized by the conclusion that what we manufacturers, wholesalers and retailers have to recognize is that we are in the entertainment business and that the business principles that exist in other fields of show business apply to our industry as well.

On Trade LP Charts

I'd like now to turn to another serious problem that confronts us. I have mentioned the history of your own emergence as a major marketing force in records. You've enormously expanded the number of retail outlets. You've encouraged retailers wbo never handled records to take tbem on. You've broadened tbe potential market for us and for this you should he justly proud. Manufacturers are grateful. However, while you've extended the overall industry sales volume you've caused manufacturers to depend far too heavily on just a few items sold by tbem. Tbis is plain had business for tbem and, I submit, for you as well. To make an analogy—following tbe kind of pattern so many of you have followed in the past, if you were selling cereals and there were five brands of breakfast cereals on the market and somebody came out with a 6th hrand, you'd push tbe new brand, which would he hot at tbe moment and attracting a lot of attention, and let tbe other cereals go unexposed. You'd look for the short-term gain and not capitalize upon the continuing interest at the consumer level in tbe otber products. Going only with The Beatles, The Monkees or Andy Williams is wrong. In otber words, frosted flakes or sugar smacks may be hot new sellers hut retailers in addition to selling these items still sell corn flakes, wbeaties and rice krispies. Tbe problem is furtber accentuated in my opinion hecause wbere you have limited space and are forced to select you frequently rely almost exclusively on our trade charts. By doing this I know that you get a distorted view of tbe sales picture. Tbe trade charts simply do not reflect the total picture or the total sales potential of albums. Alhums wbich sell well over a two year period hut not with any immediate rush are just not picked up. For example, the hit single dominated alhum which usually has a quick sale will run right up the charts and stay for ahout 8 weeks or so and come down. Assume on this basis that its sale is about 100,000 copies if it stays for 8 weeks. Lawrence Welk or Roger Williams—when they don't have hit singles—can still enjoy regular monthly sales that will aggregate much higber sales volume over the year and still not make the charts. Further, the charts don't reflect your—the rack jobber's—sales volume at all of your buying hahits. Therefore, they do not consider the source of purcbase of more than fifty per cent of the industry's records in their research. I'm not deriding the useful value of the charts hecause tbey do provide us with information and our trade press does attempt to deal with the problem seriously and as best they can. However, so far, tbe hasic faults have not heen overcome and a heavy reliance on them is bad business. From my company's own records—wbere I'm dealing with actual facts—I see the distortions. Records with double the total sales of chart albums don't make the charts. Artists who have had longer lasting power are taken for granted and are not reported after a while in favor of the newer names. This in spite of the fact that the cash registers still reflect the strong consumer interest. This unscientific approach leads to serious inherent defects. You didn't see sales of "Camelot" reflected on the charts this year; yet the album sold 200,000 copies in 1966 alone, far in excess of many chart albums. If you haven't stocked the Brotbers Four because tbey bave not made the charts, you've missed out on several Lp's which have sold up to 250,000 copies nationally even without your support. If you baven't stocked Jerry Vale, you've missed out on several albums which have sold considerably more than 200,000 copies nationally. I'm sure this is also true of Al Martino and other standard hearers. You feel tbat Henry Mancini, Percy Faith and Billy Vaughn are interchangeahle. That just isn't true. Each has his audience and in not stocking any one I know you're missing out on hundreds of thousands of sales. Since both sell well, a retailer doesn't choose hetween Colgate and Pepsodent. He stocks both and gets sales and profits from both. By the way, I want to emphasize here that I don't mean to sound provincial as I cite some statistics. I wanted to hack up what I said here today with facts and figuers and Columbia's figures are obviously the only ones I have available to me. In any event, tbe point I am making is a universal one and certainly not limited to Columbia. The marketing revolution has brought you to the point of servicing full-line stores but I submit that you are still not providing full-line service. I urge that all of you develop a working, active appreciation of what the fantastic growth of our industry really means. Records are hig business and you're missing a great portion of it hy not viewing its collective potential and its individual variations. Your joh should be selling with the sharpest imagination, not huying with the sharpest pencil. It's shocking that so many of you have put the servicing of your accounts into the hands of a truck-driver with an inventory list without hiring carefully and selectively those who have a knowledge of our business, enthusiasm for it and intelligence to prosper in it. So many of you have spurned all advice of manufacturers, refused to participate in his marketing programs or advertising plans. Whoever heard of Lever Brothers or General Foods emharking on a gigantic campaign to promote new or existing product and then heing challenged hy distrihutors or retailers who refuse to stock the product. Manufacturers who take the responsihility and the risk of spending considerahle sums of money from what are narrow profits to hegin with simply must have the cooperation of everyone to make possible the success of their advertising and promotional campaigns of their kind of research and development work—that is the building of new artists. If A&M is spending money to huild up Chris Montez, if Capitol is using large sums to build up a Lou Rawls or Columbia a large amount on John Davidson, you owe them your support. Of course, these artists are not going to sell at first as much as Herh Alpert or Dean Martin but in order to build these new peo-

(Continued on page 26)

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RECORD REVIEWS

• best bet B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Pick of the Week

A LITTLE BIT ME, A LITTLE BIT YOU (2:35)
[Screen Gems-Columbia BMI—Diamond]

THE GIRL I KNEW SOMEWHERE (2:32)
[Screen Gems—Columbia BMI—Nesmith]

MONKEES (Colgems 1004)

The unprecedented success of the Monkees shows no signs of abating judging by this, their third single. Slightly similar in sound to "I'm A Believer," this one, called "A Little Bit Me, A Little Bit You" should soon be heading straight up the charts. Flip is a smooth rocker called "The Girl I Knew Somewhere."

MY BACK PAGES (2:30) [Witmark ASCAP—Dylan]

RENAISSANCE FAIR (1:50) [Tickson BMI—Crosby, McGuinn]

BYRDS (Columbia 44054)

A Bob Dylan penned ditty, "My Back Pages" is an easy-going, rhythmic, flowing, folk-flavored rock outing that is a sure fire bet for air-play and should put the Byrds on the top of the charts. "Renaissance Fair" is a particularly groovy romp with a Renaissance flavor.

GONNA GIVE HER ALL THE LOVE I'VE GOT (2:39)
[Jobete BMI—Strong, Whitfield]

JIMMY RUFFIN (Soul 35032)

Jimmy Ruffin could find himself headed for the top of the charts with "Gonna Give Her All The Love I've Got." The side is a lushly ork'ed venture with a strong driving feeling and blues-slanted approach. No information available on the flip side at this time.

YOU GOT WHAT IT TAKES (2:50)
[Fidelity, BMI—Gordy, Carlo, Gordy]

DOCTOR RHYTHM (2:40) [Branston, BMI—Clark, Smith]

DAVE CLARK FIVE (Epic 10144)

This newie could very well be the biggest thing in a long while for the D.C. 5. An updating of the while-back Lloyd Price smash, this mixture of Detroit and Liverpool from the quintet could put the boys back at the top. "Doctor Rhythm" is a moving, winding danceable.

MUSIC TO WATCH GIRLS BY (2:32)
[S.C.P., ASCAP—Velona, Ramin]

THE FACE I LOVE (1:55)
[Janeiro, Barnaby, ASCAP—Gilbert, Valle, Valle]

ANDY WILLIAMS (Columbia 44065)

A quick-stepping, up-beat, up-tempo, brassy, driving ditty from songster Andy Williams. The side is called "Music To Watch Girls By" and should offer hours of enjoyment. "The Face I Love" fills the flip with lyrical, lilting sounds for the romance minded.

I'M A MAN (2:28) [Essex ASCAP—Miller, Winwood]

CAN'T GET ENOUGH OF IT (3:42) [Essex ASCAP—Miller, Winwood]

SPENCER DAVIS GROUP (United Artists 50144)

The Spencer Davis Group should have a quick trip to the top regions of the charts with this thumping, driving, wailing, powerhouse called, "I'm A Man." The side is marked by a far-away, mistic sort of choral backing at various points. On the flip, "Can't Get Enough Of It," holds more of the same.

GET ME TO THE WORLD ON TIME (2:30)
[Pomona, BMI—Tucker, Jones]

ARE YOU LOVIN' ME MORE (Enjoyin' It Less) (2:21)
[Pomona, BMI—Tucker, Mantz]

ELECTRIC PRUNES (Reprise 0564)

The Electric Prunes, who "Had Too Much To Dream Last Night," break out on this deck with a frantic, psyche-searing workout called "Get Me To The World On Time." The wild, uninhibited lid should chalk up lots of points with the kids. "Are You Lovin' Me More (But Enjoyin' It Less)" is a similar outing.

Pick of the Week

CLOSE YOUR EYES (2:34) [Tideland, BMI]

I WILL WATCH OVER YOU (2:40) [Kapralik, Peterna, ASCAP]

PEACHES & HERB (Date 302)

After scoring chart points with "Let's Fall In Love," Peaches and Herb dig way back into rockdom's past for this winning selection of "Close Your Eyes." The former Five Keys biggie of the 50s should do equally well for Peaches & Herb in the 60s. "I Will Watch Over You" is a sweet romancer.

THE PROPER THING TO DO (2:02) [Chappell, ASCAP—Haber]

TEE HEE HEE (My Life Seems Different Now) (2:34)
[January, BMI—Whitten]

T-BONES (Liberty 55951)

The T-Bones have been cold for a spell, but threaten to stir up some fire with their latest offering, "The Proper Thing To Do." Although generally known as an instrumental group, the boys offer a real good vocal here, making this a strong chart contender. Flip is an undulating near-Eastern type item called "Tee Hee Hee (My Life Seems Different Now)."

THE WISHING DOLL (2:36)
[United Artists, ASCAP—David, Bernstein]

WHERE DOES THE SUN GO (3:15) [Metric, BMI—DeShannon]

JACKIE DeSHANNON (Imperial 66236)

This latest effort from Jackie DeShannon is a strong contender for lots of air play and sales. "The Wishing Doll" is a Bluesy, rhythmic, lonely, reflective ballad for the romance inmded. On the back, "Where Does The Sun Go," is a lushly ork'ed thumping ditty that should also please.

TURN THE WORLD AROUND THE OTHER WAY (2:37)
[Fingerlake, BMI—Peters]

I CAN'T WAIT ANY LONGER (2:46) [Streetcar, BMI—Taylor]

BIG MAYBELLE (Rojac 115)

Big Maybelle stands a good chance to spread her following even farther with this strong, pulsating, rhythmic, heavily orchestrated R&B ballad, "Turn The World Around The Other Way." Over on the other side, "I Can't Wait Any Longer" holds more of the same.

MERRY-GO-ROUND (2:18) Windfall ASCAP—Papparlardi, Collins]

FOOLIN' AROUND (THE WALTZ) (2:50) [Whitfeld BMI—Young]

YOUNGBLOODS (RCA Victor 9142)

A freaky, up-beat, rhythmic, ditty-of-the-times-type offering from the Youngbloods, this one is called "Merry-Go-Round and should expand the group's already growing following. The side is accented by a child-like feeling. More good sounds on the back with the folky "Foolin' Around."

DEAD END STREET MONOLOGUE (1:27) [(Rawls)]

DEAD END STREET (2:10)
[Raw Lou, Beechwood BMI—Axelrod, Raleigh]

YES IT HURTS—DOESN'T IT (2:07) [Wertz BMI—Raleigh, Barnum]

LOU RAWLS (Capitol 5869)

Combining an introductory monologue with a strong, medium-paced, thumping, big-city type Blues, this "Dead End Street" deck should get plenty of wide-range air-play resulting in plenty of sales. "Yes It Hurts Doesn't It" is another soulful Blues outing.

NOTHING LIKE BEING IN LOVE (2:00)
[Jalynne, BRC, BMI—Tarleton]

WRAPPED, TIED AND TANGLED (1:58)
[Jalynne, BRC, BMI—Tarleton]

LAVERNE BAKER (Brunswick 55311)

LaVerne Baker may well have a fast rising chart item under her with this pulsating, up-beat, driving, swinging ditty that says there's "Nothing Like Being In Love." Over on the back, "Wrapped, Tied And Tangled" offers more goodies from the same bag.

THE WHO

Pick a Dilly !
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"HAPPY JACK"

DECCA 32114

Cash Box RECORD REVIEWS

● best bet B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Pick of the Week

DAY TRIPPER (2:30) [Maclen, BMI—Lennon, McCartney]

A GOOD THING (Is Hard To Come By) (2:13)
[Pronto, Tamiko, BMI—Jones]

TAMIKO JONES & HERBIE MANN (Atlantic 2392)

The team of Tamiko Jones and Herbie Mann has come up with another groovy outing, which may be the one to see some chart action for the pair. This time they offer an easy-swinging jazz treatment of the Beatles while-back biggie. "A Good Thing (Is Hard To Come By)" is another cool jazzer.

HAPPY JACK (2:14) [Essex, ASCAP—Townshend]

WHISKEY MAN (2:57) [Essex, ASCAP—Entwhistle]

WHO (Decca 32114)

Once again the Who are on the scene with an item that could break them into the scene in the States. Red-hot in England, this Who offering, called "Happy Jack," is a strong sound well worth hearing. "Whiskey Man" is a swinging, easy-paced teen rocker.

Newcomer Picks

FIRST TIME, LAST TIME (2:45) [Boyle, ASCAP—Mekler]

TWO O'CLOCK MORNING (2:10)
[Trousdale, BMI—Tani, Hendricks, Olson]

LAMP OF CHILDHOOD (Dunhill 4063)

The Lamp Of Childhood will cast a lot of light on the rock scene with this groovy, folk-influenced, haunting, reflective, mellow, gentle, medium-paced, ballad romancer aptly titled "First Time, Last Time." Side is backed with an up-beat Blues venture called "Two O'Clock Morning" that should also get its share of spins.

WHO'S THE BIRD (2:07) [Kangaroo, BMI—Young]

A GIRL'S IMAGINATION (2:30) [Kangaroo, BMI—Young]

SQUIRRELS (RCA Victor 9127)

The Squirrels stand a good chance to break out, chart-wise, with this Victor stand called "Who's The Bird." The boys offer a soft, easy-swinging ditty with a cute Liverpool sound that may catch on. Flip, "A Girl's Imagination," is an appealing softie that could also do it.

LOVE DON'T LET ME DOWN (2:02)
[Kama Sutra, BMI—Andreoli-Poncia, Linde-Bloom]

WHERE IS THE WOMAN (1:58) [Kama Sutra, BMI—Linde-Bloom]

BOBBY BLOOM (Kama Sutra 223)

Top 40 programmers should give a few spins to newcomer Bobby Bloom and his outing called "Love Don't Let Me Down." Chanter offers a strong, throbbing rocker that may be a biggie with the buyers. Looks good. "Where Is The Woman" is a lowdown moaner.

IT JUST WON'T BE THAT WAY (2:20)
[Tender Tunes, Elmwin, BMI—Ryan]

EVERYBODY'S GOT TO BE ALONE SOMETIME (2:15)
[Urug, BMI—Talbot, Panken, Schneider]

GURUS (United Artists 50140)

The Gurus didn't make it first time out, but could very well do it with their latest UA offering, called "It Just Won't Be That Way." The crew offers a frantic, high-powered teen stanza that could be the one to propel them chartward. "Everybodys Got To Be Alone Sometime" is a wailing, Eastern-flavored item.

NON PENSARE A ME (2:51) [Chappell, ASCAP—Testa, Sciorilli]

VITA (2:57) [Unart, BMI—Beretta, Balsamo]

IVA ZANICCHI (UA Int'l 2801)

The UA International label debuts with the San Remo Festival winner as handled by Iva Zanicchi (who performed the song at San Remo) and hopes to score similar success with the song on the American scene. A potent, feelingful ballad, this one could do nicely here. "Vita" is another appealing ballad.

Newcomer Picks

SOMEBODY TO LOVE (2:54) [Copper Penny, BMI—Slick]

SHE HAS FUNNY CARS (3:03)
[Jefferson Airplane, BMI—Kaukonen, Balin]

JEFFERSON AIRPLANE (RCA Victor 9140)

The Jefferson Airplane is off and flying high above the clouds once again with this bright, pulsating, rhythmic, sometimes-frenetic, funky rock outing called "Somebody To Love." "She Has Funny Cars" puts more groovey sounds on the back. Deck should get spins and sales aplenty.

PERSECUTION SMITH [Gear, ASCAP—Seger]

CHAIN SMOKIN' [Gear, ASCAP—Seger]

BOB SEGER AND LAST HEARD (Cameo 465)

Bob Seger and the Last Heard may well be on the way up the charts, riding on this up-beat, frantic, driving, frenetic, protesty, message-like effort about someone named "Persecution Smith." "Chain Smokin'" on the back is a shuffling, bluesy ditty.

I CHERISH YOUR PRECIOUS LOVE (2:33) [Mirby, BMI—Praye]

CAN'T GET TOO MUCH LOVE (2:15) [Mirby, BMI—Praye]

JOHNNY PRAYE (Sidewalk 911)

Here's a self-penned deck that could be the beginning of big things for Johnny Praye. Side to watch, "I Cherish Your Precious Love," is a smooth, steady-moving R&B'er that could turn into a healthy sales item. "Can't Get Too Much Of Your Love" is a thumping goodie.

THE WHOLE WIDE WORLD IS WATCHING US (2:34)
[Arch, ASCAP—Gold, Brooks]

THROUGH THE EYE OF A NEEDLE (2:40)
[Blue Seas, Jac, ASCAP—Bacharach, David]

DONNA MARIE (Columbia 44015)

Newcomer Donna Marie may have a high riding chart bound vehicle in "The Whole Wide World Is Watching Us." The side is a melodic, thumping, heavily orchestrated, ballad for the romance minded. "Through The Eye Of A Needle," on the back is a more subdued venture in the same vein.

MY GIRL JOSEPHINE (1:59) [Travis, BMI—Domino, Bartholomew]

FIVE MILES FROM HOME (2:55) [Acuff-Rose, BMI—Lewberry]

JERRY JAYE (Hi 2120)

The old Fats Domino rocker, "My Girl Josephine," gets an excellent revamping in the hands of Jerry Jaye. The old rocker still has its same infectiousness, and may even have enough spark to revive the Twist. "Five Miles From Home" is a lonely-sounding, country-flavored saga.

YOU'RE DYING BOY, DYING (Without My Love) (2:35)
[Shelby Singleton, BMI—Burch]

DON'T PUSH ME TOO FAR (2:35)
[Shelby Singleton, BMI—Nelson, Burch]

SHERRY DENNING (Mala 556)

Could be big sales in store for Sherry Denning and this "boots-y" outing called "You're Dying Boy, Dying (Without My Love)." Deck has a groovy sound that could send it zooming. "Don't Push Me Too Far" is a plaintive love ballad.

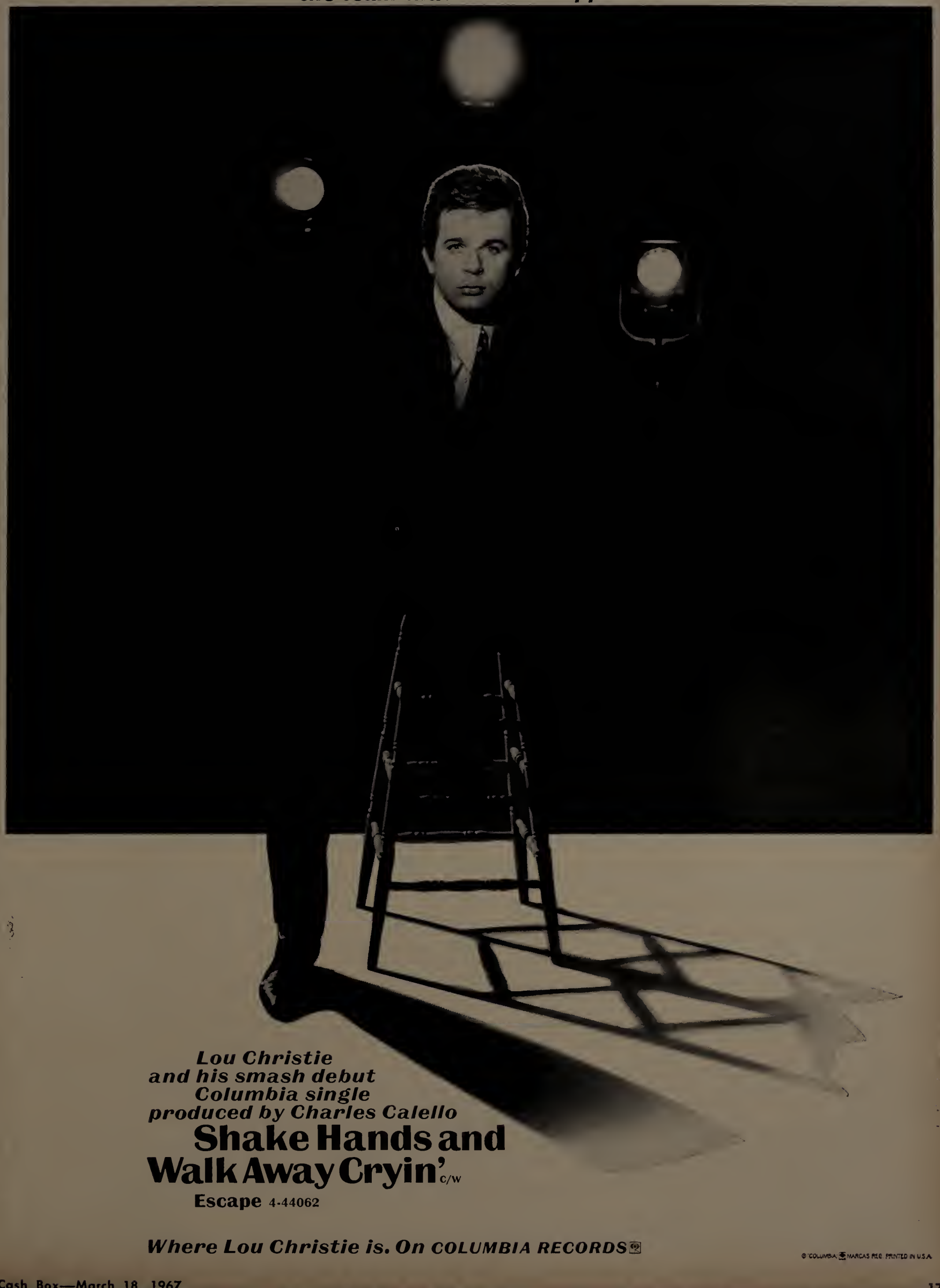
NEW YORK'S MY HOME (2:33) [Sea-Lark Enterprises, BMI—Kooper]

MY VOICE, MY PIANO, AND MY FOOT (5:30)
[Sea-Lark Enterprises, BMI—Kooper]

AL KOOPER (Aurora 164)

Al Kooper may be on a high ride to the top of the charts with this shuffling, reflective, blues-oriented, soft, gentle ditty called "New York's My Home." "My Voice, My Piano, And My Foot" fills the flip with bluesy oriental-slanted sounds.

"Lightning Strikes" again when Columbia re-unites the team that made it happen!



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Cash Box RECORD REVIEWS

● best bet B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Best Bets

CARMEN MC RAE (Warner Bros. 5894)
● HOTEL (2:35) [M. Witmark & Sons, ASCAP—Keating, Quine] Sad, haunting theme song from the original soundtrack of the Warner Bros. flick, "Hotel." Could happen for Carmen McRae.
(B+) THIS YEAR (2:38) [M. Witmark & Sons, ASCAP—Keating, Worth] Slow, emotion-filled torch song, also from "Hotel."

MICKIE FINN (Dunhill 4076)
● THOROUGHLY MODERN MILLIE (2:25) [Northern, ASCAP—Cahn, Van Heusen] The currently oft-cut theme song from the Universal film, "Thoroughly Modern Millie," here receives a bright, spirited treatment at the hands of Mickie Finn. Give it a spin.
(B+) TIGER RAG (1:53) [Leo Feist, ASCAP—Ragas, La Rocca, Shields, De Costa, Sharbaro, Edwards] Sparkling, high-speed instrumental on this side.

COLLECTORS (Valiant 760)
● LOOKING AT A BABY (2:05) [Sherman-DeVorzon, BMI—Vickberg, Henderson] Groovy, full-harmonied melody-rocker could earn spins aplenty for this deck. Deserves attention.
● OLD MAN (2:31) [Sherman-DeVorzon, BMI — Vickberg, Lawrence, Henderson] Haunting, lyrical ballad might well prove to be a chart-bound vehicle for the Collectors. Watch it.

MAGPIES (ABC 10893)
● MAISY (3:09) [Pamco, BMI —Pistilli] Rhythmic, infectious romancer here. Could be a chart-destined item for the Magpies.
(B+) THE BALLAD OF SAMUEL OSCAR BEASLEY (3:20) [Pamco, BMI—Pistilli, Cashman] Shouting, thumping rocker on this side.

MARK JAMES (Liberty 55953)
● BIMBO KNOWS (2:39) [Kaboo, BMI—Zambon] Slow-paced, mournful soul session could send this deck high on the charts. Scan it with care.
(B+) I CAN'T LET YOU GO (2:50) [Kaboo, BMI—Zambon] Same for this side.

BUDDY GRECO (Reprise 0562)
● THERE SHE GOES (2:01) [Four Star, BMI—Miller, Haddock, Stevenson] Melodious mid-tempo love-ode could develop into a hit for chanter Buddy Greco. Don't let it out of your sight.
(B+) YOUR NAME (2:37) [Dindi, ASCAP—Greco, Gilbert] More in the same bag over here.

KEITH ALLISON (Columbia 44028)
● LOUISE (1:55) [Daywin, BMI —Kincaid] Fiery, free-wheeling toe-tapper could get loads of attention for this deck. Keep an eye on it.
● FREEBORN MAN (2:56) [Boom, BMI—Allison, Lindsay] Zestful, fast-moving, country-flavored ditty could bring Keith Allison into the center of the pop scene. Chart material.

VIC DAMONE (RCA Victor 9145)
● A QUIET TEAR (2:45) [Irving, BMI—Raleigh, Alpert] Smooth, flowing love-ode is filled with chart and sales potential. Could be a big one for Vic Damone.
(B+) ON THE SOUTH SIDE OF CHICAGO (2:12) [Zeller, ASCAP—Zeller] Zestful tribute to the famed South Side of Chicago.

CAROL CHANNING (Decca 32103)
● JAZZ BABY (2:41) [Mills & General Mills, ASCAP—Merrill, Jerome] Cheerful, amusing ditty from the original soundtrack of the Universal film, "Thoroughly Modern Millie." Could happen for Carol Channing.
(B+) DO IT AGAIN (2:01) [New World, ASCAP—De Sylva, Gershwin] Bright, brassy romancer, also from "Thoroughly Modern Millie."

NICHELLE NICHOLS (Epic 10131)
● KNOW WHAT I MEAN (2:38) [Knollwood, ASCAP—Huddleston] Potent, mid-tempo finger-snapper could provide a solid chart berth for this deck. Watch it closely.
(B+) WHY DON'T YOU DO RIGHT? (2:04) [Mayfair, ASCAP—McCoy] Groovy, blues-oriented rock item on the back.

LEROY & DRIVERS (Coral 62515)
● L-O-V-E [Currant — Smith] Potent, slow-paced romancer could be a big winner for Leroy and the Drivers. Give it a spin.
(B+) BLOW WIND [Richwill, BMI — Price] Catchy, medium-paced rocker on this side.

CARSON & GAILE (Kapp 813)
● SOMETHING STUPID (2:07) [Greenwood, BMI—Parks] Ghostly, lilting love-ode could earn spins aplenty for Carson and Gaile. Give it a careful listen.
(B+) CHAPTER ONE (2:44) [Greenwood, BMI—Parks] Light, buoyant rock ditty on the flip.

GEORGE CARLIN (RCA Victor 9110)
● AL SLEET, YOUR HIPPY-DIPPY WEATHERMAN (2:54) Zany, amusing comedy talker could shake its way to the head of the charts. Scan it.
(B+) AL SLEET, YOUR HIPPY-DIPPY WEATHERMAN (2:54) Continuation of the flip on this side.

5 X 5 (Paula 261)
● SHAKE A TAIL FEATHER (2:10) [Vapac, BMI—Hayes, Williams, Rice] Fast, danceable rock outing should have an easy time conquering the airwaves. Eye it with care.
No information available on the flip side at this time.

RAY BARRETTO (United Artists 50130)
● HAWAII (2:52) [United Artists, ASCAP — Bernstein, David] Brassy, spirited instrumental from the motion picture, "Hawaii." Could go all the way for Ray Barretto.
(B+) DESCARGA CRIOLLA (4:15) [Unart, BMI—Barretto] Rousing Latin-flavored ditty on the back.

PALM BEACH SAND BOYS (RCA Victor 9141)
● THE OBJECT OF MY AFFECTION (2:04) [Bourne, ASCAP—Tomlin, Poe, Grier] Perky, rhythmic updating of this oldie could pull in a healthy amount of sales action for the Palm Beach Sand Boys. Keep tabs on it.
(B+) STRANGERS IN THE NIGHT (2:33) [Champion, Roosevelt, BMI—Singleton, Snyder, Kaempfert] Speeded-up version of Frank Sinatra's short-while-back hit.

Best Bets

GIA MATEO (RCA Victor 9138)
● IF YOU CAN'T SAY ANYTHING NICE (2:00) [Vanno, Emily, ASCAP—Vance, Pockriss] Sad but swinging finger-snapper could make a lot of sales noise for this deck. Stay on it.
(B+) JUANITO (2:13) [Vanno, Emily, ASCAP—Vance, Pockriss] Poignant, building love-effort on the back.

PETE FOUNTAIN (Coral 62516)
● THOROUGHLY MODERN MILLIE (1:57) [Northern, ASCAP—Cahn, Van Heusen] Sprightly instrumental treatment of the title song from the Universal flick, "Thoroughly Modern Millie." Could do good things for clarinetist Pete Fountain.
(B+) JIMMY (2:13) [Northern, ASCAP—Thompson] Shuffling, nocturnal instrumental, also from "Thoroughly Modern Millie."

TIM BUCKLEY (Elektra 45612)
● AREN'T YOU THE GIRL (2:01) [Third Story, BMI—Buckley] Forceful, fast-moving folk-rocker could go all the way for Tim Buckley. Deserves close watching.
(B+) STRANGE STREET AFFAIR UNDER BLUE (3:10) [Third Story, BMI — Beckett, Buckley] Poignant, feelingful romancer over here.

THOMAS GROUP (Dunhill 4062)
● I'VE GOT NO MORE TO SAY (2:33) [Trousdale, BMI—Sloan, Barri] Solid, hard-driving knee-slapper could go all the way for the Thomas Group. Deserves attention.
(B+) THEN IT BEGINS (2:29) [Trousdale, BMI—Sloan, Barri] Tuneful, brisk-moving melody-rocker over here.

HANGMEN (Monument 983)
● DREAM BABY (2:25) [Combine, BMI—Walker] Dreamy vocal is backed by a steady, thumping beat on this one. Could go places for the Hangmen.
(B+) LET IT BE ME (3:05) [Remick, ASCAP—Wrubel, Dixon] Soft, gentle ballad on the back.

FLOWER CHILDREN (Castil 101)
● MINI-SKIRT BLUES (2:05) [Castil-Shindig, BMI—Belden, Stoke, Starr] Shouting, dramatic rocker might prove to be a chart entry for the Flower Children. Eye it with care.
(B+) MARCHING LOVERS (2:15) [Waredown, ASCAP—Downey, Ware] Groovy, free-swinging toe-tapper over here.

INCREDIBLES (Audio Arts 60,006)
● THERE'S NOTHING ELSE TO SAY (2:20) [Madelon, BMI—George, Jones] Stomping, soul-filled rock venture could shoot this deck to the top of the charts. Keep tabs.
(B+) ANOTHER DIRTY DEAL (2:25) [Madelon, BMI—Waymon] Bouncy but mournful toe-tapper on this side.

JOHN FRED AND HIS PLAYBOY BAND (Paula 259)
● UP AND DOWN (2:25) [Su-Ma, BMI—Fred, Bernard] Funky, pulsating foot-stomper with a steady beat. Could be a winner for John Fred and his Playboy Band.
(B+) WIND UP DOLL (2:40) [Vetter, BMI—Vetter, Fred] More of the same over here.

PETER NERO (RCA Victor 9125)
● THEME FROM 'THE QUILLER MEMORANDUM' (2:08) [Miller, ASCAP—Barry] Lushly ork'd instrumental theme from the flick, "The Quiller Memorandum," could do things for pianist Peter Nero. Scan it.
(B+) AMY'S THEME (2:15) [Faithful Virtue, BMI—Sebastian] Solid, steady instrumental from the movie, "You're A Big Boy Now."

BILLY BAXTER (ABC 10899)
● THE VOLUNTEER FIREMAN'S ASSOCIATION OF SOUTH TUCKAHOE FALLS (2:12) [South Mountain, BMI—Meshel, Barbaris] Brisk-moving, 1920's-flavored swinger could make a lot of noise for this deck. Watch it go.
(B+) WHAT'CA GONNA DO (2:10) [Fling, Dayshel, BMI—Lambert, Courtney, Levinson] Lighthearted love ditty on the flip side.

STEPHEN SARGENT & PRIDE (Compass 7001)
● NOBODY'S CHILD (1:45) [Mills, ASCAP—Kiley] Solid, hard-driving rock venture might well prove to be a noisemaker for Stephen Sargent & the Pride. Don't take your eye off it.
(B+) GREY EYES WATCHING (2:27) [Mills, ASCAP—Blodgett] Thumping, full-harmonied toe-tapper on the back.

LA VERN BAKER (Brunswick 55311)
● WRAPPED, TIED, AND TANGLED (1:58) [Jalynne & BMC, BMI—Tarleton] Potent, wailing rocker could grab a solid foothold on the charts. Watch it move.
(B+) NOTHING LIKE BEING IN LOVE (2:00) [Jalynne & BRC, BMI—Tarleton] Insistent, down-to-earth foot-stomper on the flip.

NELSON RIDDLE (Liberty 55952)
● SEE THE CHEETAH (2:31) [Chappell & Co., ASCAP—Shuman] Groovy, spirited instrumental could pull in sales galore for Nelson Riddle. Listen to it carefully.
(B+) THOROUGHLY MODERN MILLIE (2:30) [Northern, ASCAP—Cahn, Van Heusen] Light, happy-go-lucky title song from the Universal film, "Thoroughly Modern Millie."

McGOWAN BOYS (Warner Bros. 7000)
● WHAT YOU WANT AND WHAT YOU GET (2:26) [Jonathan Glenn, Ragmar, BMI—Lapham] Catchy, bittersweet love-ode could garner lots or air play for the McGowan Boys. Stay with it.
(B+) POOR BLUEBIRD (2:14) [Pine Knob, Ragmar, BMI—Lapham] Tuneful, folk-flavored ballad on the flip.

CHRISTOPHER CERF (Amy 977)
● I SAY LOVE (2:20) [Robert Mellin, BMI—Russell, Medley] This hard driving pulsating, foot stomping, wailing venture may prove a big one for Christopher Cerf. Keep close tabs here.
(B+) WATCH YOUR STEP (2:45) [Resistance, Aim, BMI—Cerf] More goodies from the same bag over here.

SHOTGUN EXPRESS (Uptown 747)
● I COULD FEEL THE WHOLE WORLD TURN ROUND (3:07) [Gunnel, BMI—Colton, Smith] Strong, thumping, lyrical sounds offered here by the Shotgun Express. Keep close tabs on this one, it might rise quickly.
(B+) CURTAINS (2:17) [Gunnel, BMI—Bardens] More of the same over here.

warner bros. records

reprise records

CONGRATULATE THEIR WINNERS!
1966 GRAMMY AWARDS

FRANK SINATRA (Artist) & JIMMY BOWEN (Producer)
RECORD OF THE YEAR
"STRANGERS IN THE NIGHT"

FRANK SINATRA (Artist) & SONNY BURKE (Producer)
ALBUM OF THE YEAR
"SINATRA: A MAN AND HIS MUSIC"

FRANK SINATRA
BEST VOCAL PERFORMANCE — MALE
"STRANGERS IN THE NIGHT"

THE ANITA KERR SINGERS
BEST PERFORMANCE BY A VOCAL GROUP
"A MAN AND A WOMAN"

BILL COSBY
BEST COMEDY PERFORMANCE
"WONDERFULNESS"

STAN CORNYN
BEST ALBUM NOTES
"SINATRA AT THE SANDS"

ERNIE FREEMAN
BEST ARRANGEMENT ACCOMPANYING A VOCALIST
"STRANGERS IN THE NIGHT"

EDDIE BRACKETT & LEE HERSCHBERG
BEST ENGINEERED RECORDING
"STRANGERS IN THE NIGHT"

Cash Box RECORD RAMBLINGS

NEW YORK:

Epic has come out with the 1967 San Remo Festival album and should move a lot of pieces on the cover alone. The set features 12-tunes from the festival as performed by various artists.

Caterina Valente opens at the Eden Roc in Miami Beach for a 3-week gig this week. . . . Errol Garner flew to Mexico after his recent Carnegie Hall concert. . . . Herb Alpert and the TJB have been set for a series of three one night concerts in Vancouver, B.C. (at the Forum), Portland, Ore. (at the Coliseum), and in Seattle, Wash. (at the Coliseum). They will finish this tour with 3 shots at the Civic Auditorium in the City By The Bay.

Aretha Franklin's first Atlantic LP, "I Never Loved A Man The Way I Love You," was released this week. The set reportedly has advance orders of over 200,000 pieces, coming hard on the heels of her single of the same title. . . . Arthur Conely's recording of "Sweet Soul Music," produced by Otis Redding, is turning into a "smash hit for Atco," according to Bob Kornheiser.

Venturing into the relatively uncharted fields of "joke rock," the Hardly-Worthit Players have come out with their second LP. It's called "Boston Soul."

Beverley is our East Coast Girl of the Week this week. She is a Londoner and records for Deram. Her big English deck is "Happy New Year," which was produced by Denny Cordell in association with TRO—the Essex Music Group in London.

Lee Pincus stopped by to info that Gil-Pincus current decks include: "World Of Clowns," Robert Goulet on Columbia; "Have You Seen The One I Love Go By," Jerry Vale on Columbia; "Goodbye Young Dreams," Diahann Carroll on Columbia; and "And My Heart Cried," Peppino Di Capri on Regalia. Soon-to-be-released ditties from the pubbery are: "Pineapple Market," Billy Vaughn and Ork on Dot; "A Little Ray Of Sunshine," the Doodletown Pipers on Epic; and a lovely waxing of "Si, Si Senor" by jazz songstress Roberta Peck on Columbia.

Roberta Peck is currently playing the Rainbow Grill with Red Norvo.

Command's Lanny Lee stopped up to the Ramblings office to spread the word about his "Brass Impact" charge. The LP is, according to the promo man, getting played all over.

The Young Rascals have been chosen by WOR-FM, the city's latest entry into the pop radio format, to tape the first in a series of live concerts to be presented on the outlet. The group will face the mikes at the Scene (Steve Paul's W. 44th St. nitery) on the night of Mar. 14th. Emcee chores will be handled by the station's Murray the K. Final over-the-air presentation will result in a full hour of Rascal music.

The scene is currently hosting Spanky and Our Gang and Canada's the Mandala. The Mandala is from the Toronto area. Eric Anderson will play the club from Mar. 20th to Apr. 1st.

Lester Collins notes that he has the "If You Will Just Come Back To Me" track from Marilyn Maye's "A Taste Of Sherry" album.

Elektra's crack west coast rock unit, the Doors, opens at Ondine this week. The Doors are represented by a single "Break On Through," and an LP called "The Doors."

WIBG-Philadelphia was very helpful in breaking the ABC album, "A Man And His Soul," in the Quaker City area.

Sadler and Young dropped by with Roy Battchio to show us their latest package, "On The Move." The well traveled duo will return to the Persian Room at the Plaza some time in Sept. or Oct.

Peter, Paul and Mary are set for a pair of Carnegie Hall concerts. They have just returned from a concert tour of Japan.

Larry Coryell, lead guitarist of the Free Spirits, is the guitarist on the new Chico Hamilton LP "The Dealer." Richard Davis, Archie Shepp, Ernie Hayes, and Arnie Lawrence are also on the set.

Al Cecere brought the Angry Men into New York from Rochester for recording dates. While here Al mentioned that Terry Pilittere is currently getting new material ready and will record it soon.

Pat Costello, formerly of the Kapp Records organization, has taken a position as administrative assistant to Rick Bolsom of the Michael Goldstein publicity and public relations outfit.

Fred Weintraub, founder and proprietor of the Bitter End, has created a pamphlet detailing his suggested steps for starting & running a coffee house. The instructions have been put to good use by several major colleges and universities.

Ron Weisner called to mention the following decks as being among his fastest moving items: "Baby's On His Way," the Razor's Edge on Pow; "Walkin' Together," Bobby March on Original Sound; and "Post Card From Jamaica," Sopwith Camel on Kama Sutra. Besides the Janis Ian LP, Ron's best moving platters in New York are "Good Goodness" by Johnny Nash and "More" by Erroll Garner.

HOLLYWOOD:

The list of bright but forgotten commentators, devoted to the consideration of the jazz age, has dwindled. And a new breed of contemporary artisans, dedicated to today, is the replacement. Some of their finest efforts, not surprisingly, are to be found on LP liners which are, occasionally, more inspired than the "notes" inside. NARAS calls them "annotators" but, more often, they are poets of musical thought pounding out emotions of tranquility and perception with touch type. Then too, though not as often, there's a flicker of art in the flack handouts—the promotional tales of new groups, acts and songbirds. Not usually do we borrow this column from ourselves. But a superior slice of copy concerning a new vocal foursome arrived this week from a brilliant young Britain, a writer-producer named Andy Wickham. We do not have space to reprint all. Here, at least, is a sampling of his intro to the Lamp of Childhood: "We found them in a grocer's store on a Tuesday afternoon. There were only three of them then, and it was late summer, and the canyons were green and the girls were golden and we exchanged smiles and handshakes immediately, as "long hairs" do in these troubled times when human rights aren't quite what they used to be.

We went to hear them sing in a funky little basement off Lookout Mountain Avenue, which houses a large percentage of the Hollywood folk community. Gene Clark was living next door at the time . . . further up the hill were Papa Denny, Jim McGuinn and Judy Henske, and further down was Scotch Hamish who was playing his bagpipes nightly in the Troubadour.

They gave us three or four songs, and their harmonies were soft and rhythmic, and their faces were tense and taut, not with nerves of insecurities, but with that special brand of concentration that comes with unrecognized talent and unpaid electricity bills. And while tea was being served in that little basement by an apple cheeked English girl called Vanessa, The Lamp of Childhood got themselves a recording contract with Dunhill Records.

The first session was disastrous. James, Mick and Fred did the singing; a rotund, top-hatted Dickensian called Billy Mundi played drums and a mournful little engineer called Sydney talked nineteen to the dozen between takes about a psychedelic group he was recording, about the pop scene in San Jose, about the divorce he was going through with his wife and about the dream girl he was looking for.

And so the following day we blended back into the Canyon whence we came and started all over again. Rehearsing. Vanessa would make curries and strange, exotic dishes; James would provide the stimulants; Fred would bring buckets of fish and chips for the cat . . . and everybody listened, argued, agreed, fought, smiled and encouraged each other, out of which came "First Time, Last Time."

We were going to call them the "Four Horsemen of the Apocalypse" until William Rogers, salesman for ABC Records, and a man usually concerned with dollars and distributors, lowered his spectacles and revealed his literary inner self by informing us that the horsemen in question represented war, famine, pestilence and death. And so we christened them "The Lamp of Childhood," four words from a song by Richard Farina who represented, in spirit if not in musical belief, all that The Lamp of Childhood stands for. "First Time, Last Time" is the single, and album is coming in April, Dunhill is smiling and good things are in the air." And on paper. . . . Again, as last year, the west coast has accounted for more than 70% of the pop Grammy awards. But, unlike last year, a growing awareness of the contemporary. A year back we noted in this space—"Grammy's indifference to the Beatles does not diminish their luminous slot in the infinite meadows of contemporary heaven—it merely reflects upon a 'where it's at' education among NARAS' voting members." 1967 is the happening year. . . . Our "West Coast Girl of the Week," born in Flatbush and now living in L.A., is a lady barber. Now it seems that Lynn Castle likes to sing and what better place to sing than in a barber shop on La Cienega Blvd.? The word got around and Lee Hazlewood heard of her and heard her and before long Lynn had recorded a song (she also wrote) titled "The Lady Barber." It's on LHI and chances are she'll soon be cutting disks instead of hair—at her convenience. Lynn stands 5'5" and weighs in at 121. She has green eyes and reddish-blonde hair and she's lovely.

Ray Chafin, Tower Records recording-composing talent, has joined Don Kenneth Prod. as Associate, heading the talent division. . . . Johnny Tillotson's next MGM single and LP both tentatively titled "Here I Am"—and here he was last week for a quick tour of the stations and local dates. . . . Capitol's Don Grieson reminds us that the Teddy Neely 5, featured at Gazzarri's, the Daisy and S.F.'s Dragon A-Go-Go, has their first single on the racks—"You Must Believe Me." . . . Sergio Mendez named by the University of Rio de Janeiro as "The Music Man of the Year for 1966," a presentation given annually to a personality who advances South American Music throughout the world. . . . Epic has the "jump" with the first instrumental Song Book of Monkees hits featuring Stu Phillips' Golden Gate Strings, a local LP "bustout".

ANGRY MEN

PETER, PAUL & MARY

BEVERLEY

LYNN CASTLE

JOHNNY TILLOTSON

LAMP OF CHILDHOOD

CHICAGO:

Staff Sergeant Barry Sadler made one of his final appearances in Green Beret uniform, when he guested on the American Swingaround TV'er (WBKB), performing, among others, his famed "Ballad Of The Green Berets" (RCA). Sadler is scheduled to be discharged in early Spring. . . . Local lark Harriette Blake took time from her busy nitery schedule to wax a new single, coupling "Why Don't You Believe Me" with "Love Me With All Your Heart" (Crystal). . . . Personality Productions' Jean Bennett longdistanced word that The Platters, who have another biggie in "With This Ring" (Musicor), will follow their tour of military bases in Germany and France with a 2-weeker at the Hotel Central in Canada. . . . Last Friday was moving day at Topper's Record Town, one of the foremost c&w record outlets in this area. New location is at 4637 N. Broadway. . . . Boots Randolph and his Yakety Sax had local trade buffs in a toe-tapping mood during the Monument star's recent soiree in the Playboy Club here. Label prexy Fred Foster, local distrib Jimmy Martin and midwest promo rep Bob Rudolph hosted the affair. . . . Mitch Miller is sitting in for vacationing Wally Phillips (3-18) on the latter's daily WGN show. . . . The Ramsey Lewis Trio did a one-nighter at the Bramble Bush in Arlington Heights (6). . . . Sentar's red hot New Colony Six intro'd their new disk on the Art Robert's "Swingin' Majority" show. Group's current chartrider is "Love You So Much." Incidentally, diskery's Joel Arnier is passin' out erasers to us folks who continually mis-spell Sentar with a "C". (Sorry about that!). . . . Here's word from Russ Robbins, of Directors Corp. management firm in Milwaukee, that one of his groups, The Baroques, signed a Chess pact. Initial session gets underway this week. . . . Our condolences to WIND's Bruce Lee, on the death of his 10 yr. old daughter Theresa Renee, a victim of leukemia. . . . Danny O'Neil, whose on-camera career dates back to the early days of Chicago televison, has been named host of ABC-TV's new daytime program "One In A Million."

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LARRY WILLIAMS & JOHNNY WATSON

"Mercy, Mercy, Mercy"

4-7274

Gernhard Giving South Pop Music Emphasis

NEW YORK—A pop music-oriented music company in the South has been established by Phil Gernhard, producer of the smash novelty, "Snoopy Vs. The Red Baron," and its hit sequel, "Return Of The Red Baron."

Raised in Sarasota, Florida, Gernhard, who received his B.S. in economics at the University of Tampa and is completing his final year at Stetson College of Law in St. Petersburg, says that the great emphasis in the South on the country sound has resulted in an "extreme paucity" of outlets for pop talent and writers.

Gernhard has opened a full-time office while still in college, Gernhard Enterprises, in downtown St. Petersburg devoted completely to the pop music field. Assisting him are a gal Friday and the head of the talent management division of the Gernhard firm, Charles Troxell, who handles the Royal Guardsmen as well as a local performing group, Noah's Ark.

In 1961 he both published and produced the hit "Stay" by Maurice Williams on the now-defunct Herald label, and the copyright has since been recorded by the Dave Clark Five, The Four Seasons, etc., and in 1966 Phil published the hit "Double Shot (of My Baby's Love)" by the Swinging Medallions on the Smash label.

Gernhard's publishing division, Sanphil Music (BMI) has signed two exclusive writers: Dick Holler who co-wrote "Snoopy vs. the Red Baron" with Phil, and also John McCullough who, in conjunction with his brother James and Phil Gernhard, wrote "The Return Of The Red Baron." The phenomenally-successful "Snoopy vs. The Red Baron" and its sequel were inspired by the dream sequence in the syndicated Snoopy cartoon series and also by the release of the popular movie "The Blue Max."

Gernhard Enterprises is located at 6747 First Avenue South, St. Petersburg, Florida.

'Charlie' A Hit, So MGM Cuts It Again

NEW YORK—MGM Records was set to cut the original cast LP last Fri. and Sat. of the new Off-Broadway hit, "You're A Good Man Charlie Brown." Step is unusual since the label's King Leo offering of the same name inspired the production. However, the "live" cast is different and more music and lyrics by Clark Gesner have been added. The label expects to have the caster available within two weeks. In the early 50's, a Columbia Records' re-creation of the "Pal Joey" score led to a smash revival on Broadway. However, since the Columbia disk starred the pair who did the Broadway version (Vivienne Segal and Harold Lang), no new recording was felt necessary. MGM's 'Charlie' is being produced by Bob Morgan, exec A&R director, and Herb Galewitz, A&R producer.

Vanguard Names Nat. Sales Rep.

NEW YORK—Vanguard Records has just announced the appointment of Harold Lewis as national sales representative. Lewis, whose appointment is effective immediately, will visit dealers and distributors across the country.

Lewis began his career in the retail end of the record industry in 1944 with the Elaine Music Shop and gradually moved into the distribution side of the field. He has managed Record Producers, Inc., and was for 15 years a partner and manager of Stanley-Lewis Record Distributing Company of New York.

Cash Box SURE SHOTS

The Cash Box "Sure Shots" highlight records which reports from retail dealers throughout the nation indicate are already beginning to sell quantity or else give every indication of doing so

SOMETHIN' STUPID
NANCY & FRANK SINATRA ..... Reprise 0561

WALKIN' IN THE SUNSHINE
ROGER MILLER ..... Smash 2081

OH THAT'S GOOD, NO THAT'S BAD
SAM THE SHAM & PHARAOHS ..... MGM 13713

DON'T YOU CARE
BUCKINGHAMS ..... Columbia 91624

WHEN I GIVE HER ALL THE LOVE I'VE GOT
JIMMY RUFFIN ..... Soul 35032

NARA Intensifies School 'Drop-Out' Drive

NEW YORK—An intensified drive for greater radio participation in a school drop-out campaign is being undertaken by NARA, the disk jockey association, which has taken on the music industry aspects of the drive.

The association will sponsor a 2-day seminar in Washington, D.C. later this month or early April to "kick ideas" around and obtain an "average reading" of deejays as to guidelines, programs and presentations that can aid the program. Through the offices of Vice President Humphrey, the Government has enlisted the aid of NARA in the vital area of drop-outs, which can soon reach "frightening" proportions, according to Jon Massey of the Vice President's offices, who is working with NARA on the project.

One of the objectives of the new program, notes Del Shields, NARA vp, is to get the drop-out drive "out of the bland area of radio participation" into prime-time slots.

In line with this, 500 NARA deejay members will be receiving a brief taped message from Vice President Humphrey thanking them and their stations for cooperating in the program. "You have my personal thanks," the Vice President speaks, "and that of President Johnson for helping us to develop 'Brain Power' for America . . . because, that's where the action is!" NARA hopes there will be widespread station exposure of this message.

Massey looks for saturation of all deejays, NARA members or not, to "get the deejay involved so that he will bring up the drop-out matter whether logged or not."

NARA feels the coming months are crucial, since it's vital to point out to teenagers that "vacation time is great, but you must go back to school."

James Brown, the artist, has been active in the campaign. His portrait adorns a "Don't Be A Drop Out" button. At concerts and radio appearances, Brown brings up the subject to his audience.

While the Drop Out campaign falls under the general anti-poverty program of the Government, monies have yet to be appropriated for this purpose. Massey indicated that funds may be soon made available.

Monkees Get Gold Record For Newly-Issued Single

NEW YORK—RCA Victor Records has just announced that the Monkees have again been awarded a gold record simultaneous with the release of their new Colgems single, "A Little Bit Me, A Little Bit You," b/w "The Girl I Knew Somewhere." The single had orders in excess of 1.5 million copies at the time of its release and was immediately audited and certified by the RIAA.

"A Little Bit Me, A Little Bit You," is a Neil Diamond song, produced and arranged by Jeff Barry under the music supervision of Don Kirshner, President of Colgems. "The Girl I Knew Somewhere" was written by Monkee Mike Nesmith and produced by Douglas Farthing Hatlelid. RCA Victor Records manufactures and distributes for the Colgems label.

The new single is a follow-up to the Monkees most recent hit single, "I'm A Believer," which sold in excess of three million copies in the U.S. alone. Their first two Colgems albums, "The Monkees," and "More Of The Monkees," still topping the best selling charts, have each sold some three million copies domestically. In just six months, since the release of their first single, "Last Train To Clarksville" (released August 16, 1966) the Monkees have sold over six million albums and nearly six million singles in the U.S.

AT THE SIGNING — Epic Records recently signed chanter Bobby Sherman to a long-term recording contract. Pictured here as they clinch the deal are: (right to left) Len Levy, Epic vice president; Bobby Sherman; and Stu Phillips, the label's west coast A&R producer.

Les Ledo Signs With Acuff-Rose

NEW YORK—Les Ledo, writer of "Cotton Candy," a major hit for Al Hirt several seasons ago, has signed an exclusive songwriting contract with Acuff-Rose Publications.

Ledo has been a recording artist with Laurie Records under the name of Russ Damon.

A number of Ledo's recent compositions, not previously assigned to any publisher, have been turned over to Acuff-Rose, and the writer is currently completing work on several new tunes.

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with

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THE YOUNGBLOODS'

new single c/w "Foolin' Around"

-9142

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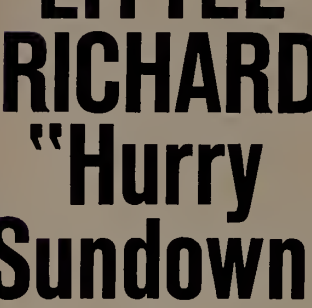

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Burton Dinner Drive Moves Into Homestretch

NEW YORK—The dinner campaign launched recently by the group known as The Friends of Robert J. Burton, aimed at raising $100,000 for the establishment of a fellowship in copyright law at Columbia University, entered its final stages this week with reports indicating that the drive will go over the top. According to Morris Levy, president of Roulette Records and committee chairman for the Burton dinner, an additional 22 tables were sold during the week to increase the aggregate fund by $11,000.

The dinner, net proceeds from which will go to the Columbia fund, will be held on Tuesday (21) in the Imperial Ballroom of the Hotel Americana, New York. Subscriptions are $50 per plate and $500 for a table of 10.

Levy also announced that both Tito Puente and his Latin band and Tommy James and the Shondells will be on hand to round out the entertainment picture. These groups will alternate on the stand with Count Basie and his big band.

The Friends of Robert J. Burton organized a campaign late last year to establish a fellowship in memory of the late president of Broadcast Music Inc. and well-known specialist in copyright law. A goal of $100,000 was set to permit the installation of a self-perpetuating fund, based on the annual interest realized. A sizeable portion of the sum was raised during the initial stages of the drive through private solicitation, and the dinner was set in motion with the purpose of netting the balance needed to bring the grand total to $100,000. Of the balance remaining after the initial gifts, Levy said, about two-thirds has now been pledged in the form of subscriptions for tables.

The current goal is to sell 1,000 seats at $50 each. This will permit a net gift after expenses of between $35,000 and $40,000 to the Burton fund. Among the new subscribers this week is New York's Radio station WNEW, which has taken a full table. Other stations are expected in the fold shortly. In addition, Levy said that participation is being obtained from many segments of the industry.

The Burton dinner committee is comprised of, in addition to Levy, Barney Ales, Bob Austin, Hal Cook, Halsey Cowan, Joe D'Imperio, Harry Fox, Bill Gallagher, Walter Hofer, Buddy Howe, Phil Kahl, Don Kirshner, Mort Nasitir, Larry Newton, Marty Ostrow, Howie Richmond, Marty Roemer, George Schiffer, Charlie Schlang, and Mike Stewart.

Willie Smith Dies

LOS ANGELES—Willie Smith, one of the outstanding saxophonists of the big band era of the nineteen-thirties and forties, died here on March 7. He was 58 years old.

Many critics considered Willie Smith one of the greatest alto sax men of the nineteen-thirties, with Johnny Hodges and Benny Carter.

William McLeish Smith was born in Charleston, S.C., on Nov. 25, 1908. After studying the clarinet when he was 10, he switched to saxophone. While attending Fisk University in Nashville he joined the Jimmie Lunceford band, which was formed at Fisk.

From 1930 to 1941 Smith played, sang and did arrangements for the Lunceford band. After a brief stint with Charley Spivak in 1942, he entered the Navy. He headed the jazz group that played at the Great Lakes Naval Training Station.

Smith won the Esquire Armed Services Award in 1945.

After his discharge from the Navy, he joined the Harry James band. In 1952, he moved to the Billy May band, then toured with Jazz at the Philharmonic. In recent years he lived in California and played with the Harry James band.

His playing is heard on many recordings, including "Jazz At The Philharmonic," "The Jazz Scene," several Harry James albums and "Jam Session."

Cash Box NEW CHART ADDITIONS

NEW TOP 100 SINGLES

65—SOMETHIN' STUPID
Nancy Sinatra & Frank Sinatra
(Reprise 0561)

83—WALKING IN THE SUNSHINE
Roger Miller (5mash 2081)

86—OH THAT'S GOOD, NO THAT'S BAD
5am The Sham & The Pharaohs
(MGM 13713)

87—DON'T YOU CARE
Buckinghams (Columbia 91624)

89—WHEN I GIVE HER ALL THE LOVE I GOT
Jimmy Ruffin (Soul 35032)

93—FRIDAY ON MY MIND
Easybeats (United Artists 50106)

96—MAKE LOVE TO ME
Johnny Thunder & Ruby Winters
(Diamond 218)

97—THE BEGINNING OF LONELINESS
Dionne Warwick (Scepter 12187)

100—POSTCARD FROM JAMAICA
Sopwith Camel (Kama-Sutra 224)

NEW TOP 100 ALBUMS

49—THE MAMAS & THE PAPAS DELIVER
(Dunhill D/S 50014)

80—LADY
Jack Jones (Kapp KL 1511/KS 3511)

85—A MAN AND HIS SOUL
Ray Charles (ABC 590-X/S)

88—WALK AWAY RENEE/PRETTY BALLERINA
Left Banke
(Smash MGS 27008/SRS 67008)

95—IF YOU GO AWAY
Damita Jo (Epic LN 24244/BN 26244)

129—SPANISH RHAPSODIES FOR YOUNG LOVERS
Midnight String Quartet
(Viva V 6004/VS 36004)

130—GOING LATIN
Ramsey Lewis (Cadet LP/LPS 790)

133—SOCK IT TO ME
Mitch Ryder & Detroit Wheels
(New Voice NV/NVS 2003)

137—SO MUCH FOR DREAMING
Ian & Sylvia (Vanguard 9241)

NEW TO TOP 50 IN R&B LOCATIONS

36—NOTHING TAKES THE PLACE OF YOU
Toussaint McCall (Ronn 3)

43—LATER FOR TOMORROW
Ernie K. Doe (Duke 411)

47—HIP-HUG-HER
Booker T & The MG's (Stax 211)

50—WHEN I GIVE HER ALL THE LOVE I GOT
Jimmy Riffin (Soul 35032)

Atlantic Doubles Jan.—Feb. Sales

NEW YORK — Atlantic-Atco Records, after concluding 1966 as what it terms the most successful year in its history, is now reportedly setting new sales marks for 1967. Jan. and Feb. sales figures are already double the same period last year, claims the label.

Single sales for Atlantic-Atco in 1967 were sparked by Aretha Franklin's smash hit, "I Never Loved A Man The Way I Love You." Other noisemakers on Atlantic-Atco, Stax, Volt, Dial and Fame labels during 1967 were Sonny & Cher's "The Beat Goes On"; the Young Rascals' "Lonely Too Long"; Wilson Pickett's "Everybody Needs Somebody To Love"; the Buffalo Springfield's "For What It's Worth"; Bobby Darin's "Lovin' You"; Percy Sledge's "Baby Help Me"; Joe Tex's "Show Me"; Eddie Floyd's "Raise Your Hand"; Jimmy Hughes' "Why Not Tonight"; Arthur Conley's "Sweet Soul Music"; and Sam & Dave's "When Something Is Wrong With My Baby."

On the album front, Atlantic-Atco also scored heavy sales. LP's include the Young Rascals' "Collections"; Wilson Pickett's "The Exciting Wilson Pickett" and "The Wicked Pickett"; Otis Redding's "Dictionary Of Soul" and "The Soul Album"; the Buffalo Springfield LP; Bobby Darin's "If I Were A Carpenter"; "Solid Gold Soul—Vol. II"; and Sam & Dave's "Hold On I'm Comin'."

One of the strongest of the new LP releases on Atco in Feb. was Sonny & Cher's "In Case You're In Love." Other new LP's include the original soundtrack from the film "The Game Is Over"; Herbie Mann's "Impressions Of The Middle East"; Charles Lloyd's "Forest Flower"; Jack McDuff's "Tobacco Road"; Nat Adderly's "Live At Memory Lane"; Roland Kirk's "Here Comes The Whistleman"; Sonny Stitt's "Deuces Wild"; and Hank Crawford's "Mr. Blues."

Coast Meet For WB East

NEW YORK—The east coast staff of Warner Bros. Records leaves this week (16) for a weekend of promo meetings with company officials in Burbank, Calif. Leaving are George Lee, eastern WB head, Jerry Ragovoy, A&R head in the east, Ron Moseley, national promo for Loma, and Carl Deane, eastern promo rep.

Wild Visit

Larry Page came into New York on a search for new song material and to push his debut single release as an instrumental artist, "Waltzing To Jazz." on Calla. Shown from the left are: Dave Rosner, professional manager at April/Blackwood; Larry Page; Chip Taylor, writer of "Wild Thing" and "Any Way That You Want Me"; and Jerry Shifrin, vice president of Calla Records.

Blockbusters

The new Sweethearts of Soul single was forced out of their current blockbuster album by people who know a hit when they hear it.

'Close Your Eyes' 2-1549

A Daedalus Production

Produced by David Kapralik and Ken Williams

TEM 3004/TES 4004

Two date s to remember.

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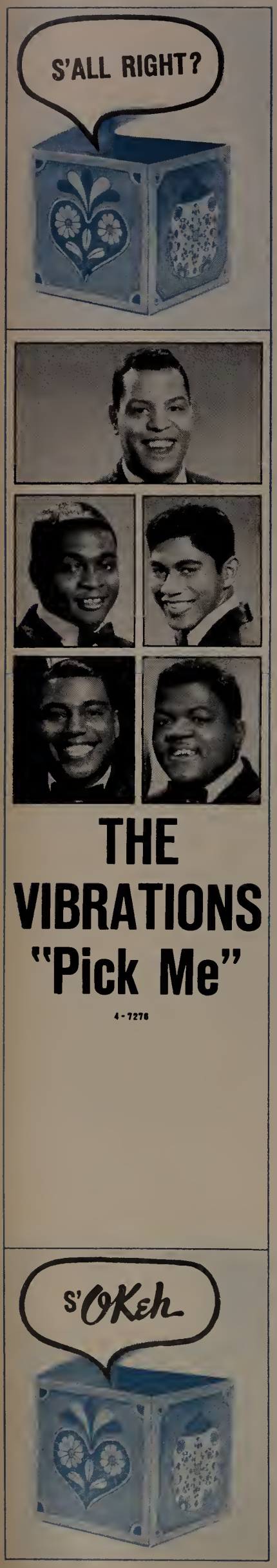

Text of Clive Davis Speech

(Con't. from page 12)

ple up for you to get tbe next Ray Cbarles, Frank Sinatra or Nancy Wilson, there bas got to be some sbaring of responsibility and some necessary developmental expenditures on your part. I tberefore call upon you to get out of tbe order-taking business and make yourselves a part of the record business. We don't want to bave to fight you for accounts. We want to rely upon you as an important, vital and essential link in the distribution cbain to tbe consumer. I ask you to accept the fact that it is in your interests as well as ours to work, build, develop and grow together.

Recruitment Program

I have talked of price flexibility and variation, purcbasing babits and catalog representation and also researcb and development work. Now, I want to mention some otber vital elements of a strong operation tbat would be beneficial for you and tbe industry. Tbe first concerns personnel. I would like to suggest tbat perhaps under tbe auspices of NARM, in addition to your scbolarsbip program, you undertake a college recruitment program and bring into your businesses some of those brigbt and entbusiastic young people who, in increasingly large numbers yearly, are graduating from this country's colleges and universities. Liberal arts majors who bave that special interest in, and feel for, music; business administration majors, wbo have been exposed to some of the newest and most modern of business concepts; and those special few who can successfully combine both tbe creative and the business instincts. You need people with an interest in the record business, not just in a job—people wbo can be exposed to learning in important areas like product understanding, tbe most crucial part of the service you can provide to retailers. And if you don't know how to go about working with tbe colleges to recruit tbese people, ask for our belp because that's a major source of our recruitment and talent. In addition, most manufacturers bave facts and information from market researcb studies that can provide you witb sopbisticated business tools. Much of this isn't confidential but tools useful to all.

Record Centers

Next, instead of running frantically for more and more accounts spreading yourself painfully thin, why isn't more work being done to develop existing locations to become individual record centers. It is just passe to think of records only as traffic builders. At present there may be a space problem but a study should be made of your locations. Perhaps retain an independent consultant to see how feasible it is to build them into record centers where a consumer will go, knowing he'll be able to get the record he wants, not just the one he happens to spot while passing from the show department to lamps. Often wben you expand you do more than just double your sales per square inch. You draw in more consumers by exposing a greater variety of product and attract record buyers not merely shoppers who buy an occasional record.

My third suggestion follows a standard business principle that deems it wise to take some of the profits you've earned and put them back to work for you. I urge you to follow that simple basic principle. Put those profits back into streamlining your business. Invest in computers for inventory control and necessary reports. Retain management consultants to help you in cost reduction projects and finally recognize that there are many advantages obtained from advertising and promotion that are far more beneficial than price reductions. Manufacturers and retailers of other industries don't invest in advertising campaigns because they have no other use for their earned money. Taking an ad should pay for itself. It isn't wasted money. The ad should bring its own return on the investment made for it. Usually that investment can bring greater returns than if you pocketed the sum. Motivating consumers by making local merchandising and advertising an extension of national programs is an aggressive way to put the massive efforts of the manufacturer to work for you. For example, have you thought about mail order for yourselves? There are lots of ways to reach consumers and it's worthwhile to investigate all of them. Certainly you want to motivate people to go to the stores but you also want to enable them to buy records if they want to stay at home. This is still, fortunately, a nation of individualists and for a variety of reasons there are many people who just don't like to buy records in retail outlets. Many also don't want to become members of record clubs either and commit themselves to extended purchases. Well, how do you intend to reach them? Mail order coupons or direct mail solicitation is certainly one solution. Retail accounts do it in increasing numbers. Korvette's, one of the leading advertisers who hopes to attract in-store customers, has now geared up to do it. What about you and your accounts? Evaluate facilities. Evaluate the cost of fulfillment. Evaluate the proposed return on investment. Obviously, the advertising cost itself remains the same whether you have a mail order coupon in it or not. The consumer still gets the same message from the ad but this time you not only might attract him to the store but you can get the captive audience direct from the home. Tbe actual dollar business you obtain via the coupon is all plus business only offset by the cost of fulfillment. Look what's bappened in all department store advertising. They used to concentrate only to attract consumers to their stores. But now tbey know that they want to get all customers—including the stay at home ones. Sure, ideally, they would want everyone in their store for impulse purchasing but that's unrealistic. Today consumers can also phone orders for advertised items into Macy's and Gimbels. These stores wouldn't be doing this if it were not profitable. You sbould not allow yourselves to lose out any more by refusing to attune yourselves to modern merchandising tecbniques. They are not beyond you, and your horizons can't be unlimited without tbem. Some of you have tried it. I know it's working and I urge all of you to do more of it.

Tape Cartridges: Caution

Time is growing short but tbere is another vital subject I would like to mention here concerning the record business—and I stress the word "record." There have been, I believe, endless exaggerated and uninformed predictions about the future of tape. These have been harmful and have already caused some business reverses. At the last NARM convention when so many enthusiastic and overly zealous non-record people were talking of the gold mine around the corner, I urged caution. I still urge caution. Not that there isn't a market here. Not that an increasing amount of business won't be done. But there aren't gold in them there hills yet and no amount of claims or concentrated headlines in certain trade papers will put them there. There is room for new products in our business and this includes tape cartridges—but no revolution is going to occur. If it grows, it will grow at a steady—not a frantic—pace. There will be no bandwagon to join. The reason is that that our basic product—the disk—is too good and has too many inherent advantages for it to be seriously infringed upon. With all this publicity, the public might be confused about the future of the disc. Let me emphasize to one and all that the disk—although it might look strikingly similar to the one that came out almost two decades ago—is strikingly different. The quality is excellent. From the point of view of fidelity of dynamic range and background noise, the disk is unchallenged and, most significantly, the economics permit a tremendous bargain to the consumer. Gentlemen, the record business is here to stay. True tape will grow and we should all be there for the revenue it will bring in but the disc will continue to be the heart of the future of the recording industry.

Speaking of the future, one important observation. We have to recognize that the state of our society today—increasingly affluent, educated, interested in the arts, more worldly in general—presents us not only with tremendous opportunities, but with large responsibilities. I think you, with a major stake in the record industry, have an obligation to make it possible for us to continue with recordings of classical music, or works by new composers whose music it's our responsibility to expose. Further, the country is becoming increasingly record conscious—receptive to recordings as a medium not only for popular entertainment and classical music but for education, instruction and information as well. Manufacturers have a role to play here and some have a vision of and entirely expanded concept in these vital areas—languages, documentaries, news and history. I believe you should become associated with their efforts in this direction. We haven't even begun to tap the full exciting potential in recordings. It is world-wide in influence and awareness. It is not only in major cities or advanced countries. When Bobby Kennedy made his trip to Africa some months ago, he wrote afterwards about making a gift to an important African Chieftain and what do you think that gift was? It was a record player plus some records of President Kennedy's speeches. The influential Chief was especially moved by President Kennedy's speeches on civil rights and Senator Kennedy pointed out the tremendous effect the record had on this man. This is but one example of the far reaching influences of our product. We should not take our many, varied contributions for granted. We must have a concern about the role we play in the use of our records and we all must increase our efforts in this area.

'Spirit Of Cooperation'

Finally, I want to say something about your theme and the horizons we can anticipate for the future. The average annual growth rate for tbe record industry from 1967-1970 is expected, at the minimum, to be 7%; from 1971-1975, 6%. The yearly growth rate at the maximum, however, has been predicted at 15%. The theme of tbis year's convention has meaning only in terms of maximum growth. It will involve more cooperation and fewer antagonisms; more meaningful exchanges and fewer familiar diatribes; more willingness to change and less resistance to progress. What has happened at these conventions in the past few years is greatly encouraging; tbe more sober tone, the seminars, the instructional purposes are more and more evident, leading to the hope that there is much to accomplish here. I have purposely tried to get into specifics today, rather than present abstract policies. I've talked of our goals in terms of real profits—not profitless prosperity—and suggested that this can be accomplished by more realistic pricing, more meaningful catalog representation and sophisticated purchasing techniques, better servicing of accounts, modern hiring techniques and above all a new dedication to trying different practices involving some experimentation whetber it be pricing, mail-order or something else that you will think of. Only by innovation, experimentation and modernization can our goals be reached. Indeed, your past is not your future. With a new spirit of cooperation between us, we have a real basis for setting our sights beyond the maximum predictions for this decade and on the possibilities which can truly be unlimited in the years ahead.

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4 NARM Scholarships Awarded At Confab

HOLLYWOOD—Four scholarships of $1000 each were awarded to children of employees of regular and associate members of NARM at an awards luncheon on Wednesday (8).

The awards enable the students to study in a school of their choice for careers in music or related music industry functions.

The winners included Barbara Brenner, daughter of a J. L. Marsh employee; Michael Wong, son of an electronic data processing employee at Calectron; Gregory Rasmusin, son of a machine operator at Amberg File Co. and the son of a press operator at Columbia Records. The scholarships were given in the memories of Harry Schwartz, and Ike Clayman. Pickwick International also sponsored an award. A Walt Disney scholarship will go through NARM, thanks to the sale of the recently-issued LP from Disneyland Records containing music associated with films produced by the late showman.

Banner Head For NARM

HOLLYWOOD—"L.A. WELCOMES NARM" read the banner headline in the March 6, edition of the Los Angeles Times. Actually, it was a dummy copy of the paper—although regular stories appeared along with the NARM headline. Jack Schnyder of the merchandising dept. of Capitol Records arranged for this special copy of the paper to be handed out at the Century Plaza Hotel. About 1000 copies were made-up for delivery on Monday morning (6), the start of the confab.

CANNONBALL TO THE TOP— Capitol's Cannonball Adderley was awarded a plaque by WRL-New York deejay Rocky G (right) on the stage of Harlem's Apollo Theatre for his single "Mercy, Mercy, Mercy." At the left is Capitol's R&B promo man Bill Jameson.

Int'l. Music Club To Get Canadian Views

NEW YORK—W. St. Clair Low, general manager of the Composers, Authors & Publishers Association in Canada, will discuss "Some Untapped Potential of the Music Business in Canada," at a Wednesday, March 22, luncheon of the International Record & Music Men's Club. Affair will be held at Sardi's West, this city.

St. Clair Low is also a member of the exec bureau of the International Confederation of Societies of Authors & Composers (CISAC) and formerly was president of Canadian Music Sales Corp. Ltd. Walter Hofer, music business attorney, coordinates efforts of the Club.

Who put the kick in Nancy's 'Summer Wine'?

LEE BOOTS HAZLEWOOD

He wrote it.
He sings it with her.
And now he has his own way with

THEM GIRLS... and THE GIRLS IN PARIS

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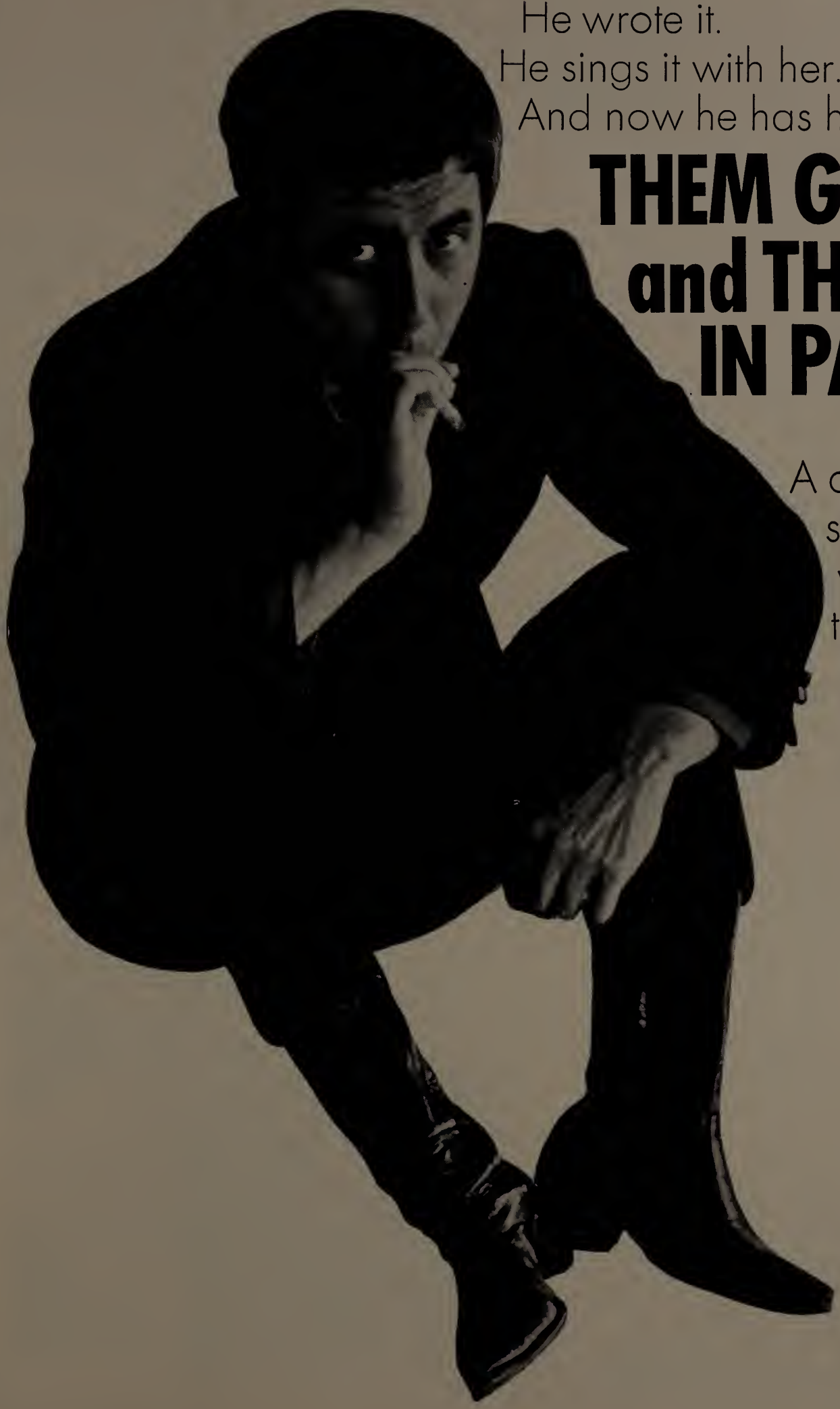

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Produced by Lee Hazlewood Productions

MGM RECORDS

MGM Records is a division of Metro-Goldwyn-Mayer Inc.

WALTER JACKSON
"Speak Her Name"
4-7272

Schroader To Rep Fowley Pubberies

NEW YORK—Aaron Schroader has made a deal with Kim Fowley, West Coast and London based producer-publisher-writer, to represent administratively the total catalog of Kim Fowley Music and Living Legend Music. Fowley's two U.S.A. credits as a producer have been "Popsicles And Icicles," by the Murmaids, and "Alley Oop," by the Hollywood Argyles. English artists who have recorded Fowley compositions are the Seekers, Cat Stevens, and Manfred Mann. Living Legend Music has under contract Michel Lloyd, 17-year-old West Coast composer, who is already at work on two motion picture scores. Lloyd has recently designed and built his own 4 track Solid State recording setup, LWG Studios. He is a Tower Records artists in the capacity of leader of the Laughing Wind. Fowley, recently signed by Moe Ostin to Reprise Records, is the only American artist on Parlophone Records. Fowley's staff writers also include Jimmy Greenspoon, Sean McLeod and Buddy Walters. The Fowley group of companies also works closely with writers on a non-exclusive basis and has songs in its catalog by Danny Hutton, the Sunrays, and Paul Revere & the Raiders.

Fowley stated that although administrative inquiries are to be made to Aaron Schroader's main office in New York City and its affiliated offices throughout the world, he is still maintaining offices at 6000 Sunset Boulevard, Hollywood, California. Fowley was brought into the January-Music Corp. fold by David Mook, West Coast professional manager of the January-Music Corp.

It's A Girl For The Friedenbergs

NEW YORK—Dick Friedenberg of the Columbia Record Club's A&R dept. happily reports that his wife gave birth to a girl, Lisa Joy, on Saturday, Feb. 25.

Diamond In Product Deal With Niles, Passman

NEW YORK—Diamond Records has entered into a production deal with Duke Niles and Ray Passman for the release of masters by the folk-rock team known as Joe and Lydia.

Singing duo is composed of Lydia Wood, folk oriented singer-writer, whose songs have been recorded by such artists as Judy Collins and the Serendipity Singers.

Her partner, Joe Spaulding, hails from Chicago and has a rhythm and blues/jazz background.

First record by Joe and Lydia, just released, is "Dance Till Your Shoes Fall Off" b/w "Wait For Your Love," both tunes cleffed by Lydia Wood.

MB Records Appoints Ten Distributors

NEW YORK—Miriam Bienstock, MB Records vice president, has reported the appointment of ten distributors with more to come in the near future. The following distributors will be carrying the MB label and its subsidiary, Down East Records: Beta (New York), Schwartz Brothers (Washington, D.C.), Tone Records (Miami), Southland (Atlanta), Dumont (Boston), Roberts (St. Louis), Essex (Newark), F and F (Charlotte), Universal (Philadelphia) and Fenway (Pittsburg).

Mrs. Bienstock also announces that the first release will be Bobby Kline's "Say Something Nice To Me," written by Winfield Scott, on the Down East label. The Kline release will ship March 20.

Capitol M&E Div. In Realignment

HOLLYWOOD — George R. Jones, vice president and head of the Manufacturing & Engineering Division of Capitol Records, has announced the following organizational changes:

Carl S. Nelson, Jr., has been assigned to the newly-created position of director of development engineering. In his new position Nelson will be responsible for the development of advanced sound recording and reproduction techniques and the design of related manufacturing equipment.

William L. Robinson, director of the Hollywood Recording Studio, will assume the position of director of electronic engineering with responsibility for the direction of the electronic engineering department, involving support engineering for recording, quality control and manufacturing.

Peter Dent, A CRI engineering employee since 1951, will become director of recording in Hollywood.

John F. Kraus will replace Dent as night recording supervisor for the Hollywood Recording studio.

Pell Kruttschnitt has been appointed administrative services engineer and will provide administrative services for all engineering and recording locations within the division including the coordination of expense Capitol budget planning and control.

Martin Getzler, a thirteen-year M & E division employee, has been appointed quality control manager and will report to Jones.

Big A Label Formed

NEW YORK — Aubrey Mayhew, president of Little Darlin' Records, has announced the formation of his pop label to be known as Big A. Big A will be distributed both through the new Dot distributing organization and independent distributors. Big A's first artist will be Johnny Paycheck who, although a consistent chart-rider in the C&W field, will be making his debut in the pop field via the new Big A label. Paycheck will now record for both Little Darlin' for the country field and Big A for the pop field.

The artist's first release for Big A will be "Nothing Lasts Forever," published by MusicMusicMusic. Big A will give MusicMusicMusic equal billing on the label beginning with Paycheck's new release. In addition to "Nothing Last Forever's" unique label, the disk will be mailed in a special promotion envelope featuring Johnny Paycheck's photograph prepared by Big A. The single is currently being shipped to deejays throughout the country.

United Producers Group Opens New York Offices

NEW YORK — United Producers Group, a firm dealing exclusively in the placement of masters, has opened offices at 1650 Broadway. According to Frank Lewis, spokesman for the new firm, UPG is a completely new concept in the record business which will be of service to both the independent producer and the record company staffers. By keeping abreast of industry and individual company trends, UPG will be able to evaluate the current needs of each firm, and offer them only the type of masters which they are looking for. This screening process will save time for the A & R men and will ensure the producers the best deal for their product. UPG's first master has already been placed with UA.

Magicians Press First Single

NEW YORK — Garry Bonner and Alan Gordon, song writers under contract to Chardon Music, Koppelman-Rubin's BMI affiliate, now comprise two members of a new group. Known as the Magicians, writers Bonner and Gordon have teamed up with members Steve and Don. Their new record, a Bonner-Gordon composition, is called "Lady Fingers," and will be released on Columbia March 14.

Bonner and Gordon wrote "Happy Together" for the Turtles, which is number 3 on this week's Cash Box Top 100. They also penned the new Gene Pitney record, "Animal Crackers," as well as the next release by the Righteous Brothers.

James Foley, publishing and administrative director at Koppelman-Rubin, reported that the company is preparing for mailing a special presentation folder and other material to introduce the Magicians to program directors and radio personalities across the country.

Chartbuster, C-P Deal

WASHINGTON — Chartbuster Music Corp. has signed a production deal with Cameo Records. Chartbuster will produce the British Walkers for Cameo, and, at the present time, an extensive ad campaign is in progress.

The first recording was released March 6, entitled, "Shake." The effort was produced by Bobby Poe, Vernon Sandusky, and Mitch Corday.

The deal was completed on behalf of Chartbuster Productions by Bobby Poe and Mitch Corday and for Cameo by Neil Bogart.

AFTER THE SESSION—Tony Scotti, who co-stars in "The Valley Of The Dolls," has just completed his first Liberty recording sessions with producer Tommy Oliver. The single "With All My Heart"/"One More Mountain," was viewed in the making by such Liberty execs as: (from the left) Bob Skaff, vice president; Bud Dain, division general manager; and Jack Bratel. Scotti is shown second from the right.

THE ELECTRIC PRUNES

IN THEIR BRAND NEW CHART CINCH

"GET ME TO THE WORLD ON TIME"

0564

ANOTHER CHART IMPERATIVE FROM reprise RECORDS

7 SMASH HITS
from
Jewel...Paula

"UP AND DOWN"
John Fred and the Playboys
Paula 258

"SHE'S CRAZY ABOUT ENTERTAINERS"
Jerry McCain
Jewel 773

"PHILLY WALK"
Boogie Kings
Paula 260

"NOTHING TAKES THE PLACE OF YOU"
Toussaint McCall
Ronn 3

"LOSING BOY"
Eddy Giles
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Just Released
"HEART TROUBLE"
Cheryl Pool
Paula 263

"SHAKE A TAIL FEATHER"
The Five X Five
Paula 261

D.J.'s write:

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728 TEXAS ST., SHREVEPORT, LA
Phone: (318) 422-7182

Stax-Volt Revue Heads Overseas

DETROIT—The Stax-Volt Revue, featuring the "memphis sound", will embark on a 24 day tour of England and Europe beginning on March 17th.

The Revue headlines Otis Redding, Sam And Dave, Eddie Floyd, The Mar-Keys, and Booker T And The MG's (including Steve Cropper). Carla Thomas will also be appearing with the Stax-Volt Revue, but only during it's engagements in England. Miss Thomas will make an additional appearance at London's Bag O' Nails Club on March 16th.

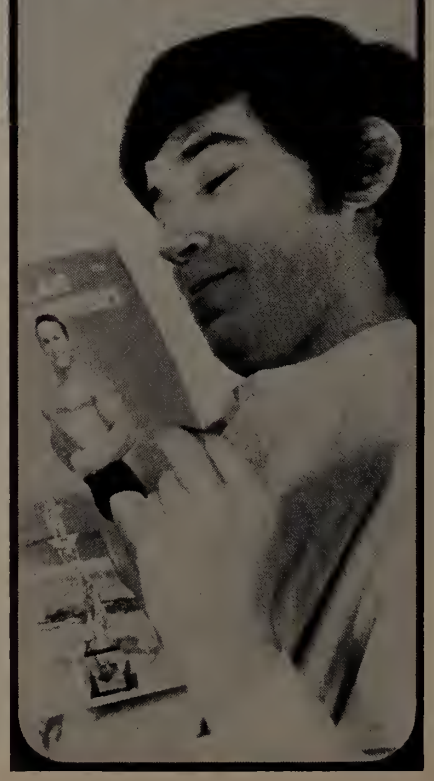
Following appearances in London and Brighton, the Stax-Volt Revue will head for France where they will appear at the Olympia Theatre in Paris on March 21st. Returning to England the next day, the tour will play throughout the British Isles until April 4th. At this point, the Revue will appear in Oslo, Norway on April 5th., in Stockholm, Sweden on April 6th., in Copengagen, Denmark on April 7th., and the following day at the Hague in the Netherlands. The Revue then returns to London on April 9th for a gala performance at the Odeon Hammersmith Theatre.

Stax Records will record a live performance at the Olympia Theatre in Paris for an album entitled "Hit The Road Stax" which will be released simultaneously in both the United States and Europe.

Williams Appointed To Don Kenneth Post

LOS ANGELES—Brian Williams former Western sales-promotion director with M.A.P. Records, has been appointed national promotion director for Don Kenneth Productions.

EVERY MOTHERS' SON is clean, healthy, and sees his barber twice a year.



Cash Box TOP 50 IN R&B LOCATIONS

1	I NEVER LOVED A MAN (THE WAY I LOVE YOU) *Aretha Franklin (Atlantic 2386)*	1	26	SOUL TIME *Shirley Ellis (Columbia 44021)*	28
2	HUNTER GETS CAPTURED BY THE GAME *Marvelettes (Tamla S4143)*	2	27	WISH YOU DIDN'T HAVE TO GO *James & Bobby Purify (Bell 660)*	23
3	MERCY, MERCY, MERCY *Cannon Ball Adderley (Capitol S798)*	3	28	GREATEST LOVE *Willie West (Dee Su 306)*	36
4	JIMMY MACK *Martha & Vandellas (Gordy 70S8)*	8	29	WHY NOT TONIGHT *Jimmy Hughes (Fame 1011)*	30
5	PUCKER UP BUTTERCUP *Jr. Walker & All Stars (Soul 3S030)*	9	30	YOU ALWAYS HURT ME *Impressions (ABC Paramount 10900)*	37
6	LOVE IS HERE AND NOW YOU'RE GONE *Supremes (Motown 1103)*	4	31	SOMETHING INSIDE ME *Ray Charles (ABC Paramount 10901)*	34
7	ARE YOU LONELY FOR ME *Freddie Scott (Shout 207)*	5	32	THE WHOLE WORLD IS A STAGE *Fantastic (Ric Tic 122)*	38
8	THE LOVE I SAW IN YOU WAS JUST A MIRAGE *Miracles (Tamla S414S)*	10	33	GIRLS ARE OUT TO GET YOU *Fascinations (Mayfield 7714)*	27
9	DRY YOUR EYES *Brenda & Tabulations (Dionn S00)*	12	34	SHOW ME *Joe Tex (Dial 40S5)*	39
10	EVERYBODY NEEDS SOMEBODY TO LOVE *Wilson Pickett (Atlantic 2381)*	11	35	KANSAS CITY *James Brown (King 12313)*	40
11	WHEN SOMETHING IS WRONG WITH MY BABY *Sam & Dave (Stax 210)*	6	36	NOTHING TAKES THE PLACE OF YOU *Toussaint McCall (Ronn 3)*	—
12	KEEP A LIGHT IN THE WINDOW UNTIL I COME HOME *Solomon Burke (Atlantic 2378)*	7	37	TRAVELIN' MAN *Stevie Wonder (Tamla S4147)*	41
13	I DON'T WANT TO LOSE YOU *Jackie Wilson (Brunswick SS309)*	13	38	STAND BY ME *Spyder Turner (MGM 13617)*	29
14	LET'S FALL IN LOVE *Peaches & Herb (Date 1623)*	17	39	IT'S GOT TO BE A MIRACLE *Marvin Gaye & Kim Weston (Gordy S4141)*	44
15	BERNADETTE *4 Tops (Motown 1104)*	25	40	HEY LEROY, YOUR MAMA'S CALLIN' YOU *Jimmy Castor (Smash 2069)*	31
16	WITH THIS RING *Platters (Musicor 1229)*	26	41	HOLD ON I'M COMING *Chuck Jackson & Maxine Brown (Wand 1148)*	46
17	THE DARK END OF THE STREET *James Carr (Goldwax 317)*	20	42	THEN YOU CAN TELL ME GOODBYE *Casinos (Fraternity 977)*	32
18	FEEL SO BAD *Little Milton (Checker 1162)*	15	43	LATER FOR TOMORROW *Ernie K. Doe (Duke 411)*	—
19	I DID YOU BABY *Jerry Butler (Mercury 72648)*	18	44	1-2-3 *Ramsey Lewis (Cadet S5S6)*	33
20	I'VE BEEN LONELY TOO LONG *Young Rascals (Atlantic 2377)*	21	45	THE GIRL DON'T CARE *Gene Chandler (Brunswick S5312)*	35
21	THE TRAMP *Lowell Fulsome (Kent 4S6)*	14	46	FUNKY BROADWAY *Dyke The Blazers (Original Sound 64)*	49
22	OHH BABY *Bo Diddley (Checker 11S8)*	16	47	HIP-HUG-HER *Booker T & The MG's (Stax 411)*	—
23	THE BIGGEST MAN *Tommy Hunt (Dynamo 101)*	19	48	FEEL KIND OF BAD *Radiants (Chess 1986)*	48
24	RAISE YOUR HAND *Eddie Floyd (Stax 208)*	22	49	WHEN I STOP LOVING YOU *George Jackson (Cameo 460)*	50
25	SWEET SOUL MUSIC *Arthur Conley (Atco 6463)*	47	50	WHEN I GIVE HER ALL THE LOVE I GOT *Jimmy Riffin (Soul 35032)*	—

"The Great Scott"

FREDDIE SCOTT

HIS FIRST ALBUM

SLP 501 (M) SLP 501 (ST)

AND CURRENT HIT SINGLE

CRY TO ME

S-211

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THE JUNGLE
WITH
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KENT
RECORDS
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LOS ANGELES, 90044

Cash Box PLATTER SPINNER PATTER

Peripatetic newscaster **Aaron Edwards** has culled several gems for KSFO-San Francisco on his nighttime tours of that city. His on-the-spot reports and interviews are aired on Al Collins' Purple Grotto, eight to midnight. One recent scoop was Edwards' interview of **Dr. Paul Goldin**, an ESP specialist. The doctor discussed thought transference and methods of digging out seemingly forgotten details from the mind. This information was apparently lost on Edwards, who failed to remember that he parked the KSFO mobile unit in a towaway zone. Disaster was averted when he managed to persuade a policeman to be lenient. The intrepid reporter attended a special stag party hosted by five wealthy bachelors for 300 single men and 300 single ladies. It began at 8:30 p.m. and lasted till dawn at Basin Street West, with two bands, food, drinks and low lights. Despite the distractions present at the affair, Edwards covered the event conscientiously. On his evening sorties he has interviewed **Cal Tjador, Dizzy Gillespie, Charlie Byrd**, the **Jefferson Airplane**, singer **Sue Raney**, and comics **Pete Barbutti, Shelley Berman**, and **Irwin Corey**. One of Edwards' noisiest interviews was with the **Trio Orfeo** and opera singers at the Bocce Ball. The trio of guitarists and vocalists were interviewed inside the KSFO mobile unit. Not only did they talk, but they performed. And even amid the Broadway traffic their music could be heard half a block away. Yes, friends, it's Aaron Edwards, bringing you the contemporary sounds of San Francisco.

PERSUASIVE AND PERCUSSIVE: That's the point that Ted Sommer (l.), veteran drummer and exclusive Solid State artist, is trying to get over to WHN-New York deejay Jim Ameche about the new Solid State album, "Persuasive Mariachi." Sommer performs on the LP which was a recent WHN feature. The label is high on the disk, terming it "one of the biggest in-demand releases in Solid State history."

Newsman **Ed Goetze**, of WMC-TV-Memphis, has received an award from the Tennessee Conference on Social Welfare for his "creative concern with the troubled world of mentally disturbed children." Moderator of the WMC-TV "Camera 5 Report," Goetze devoted several of his programs to the subject of care for mentally ill children in Memphis.

Radio outlet KATZ-St. Louis and the Greyhound Bus Company is cosponsoring a stay in school contest in the St. Louis area. Contestants will be asked to complete this statement in 100 words or less: "Dropouts are losers because . . ." There will be two winners, a boy and a girl. They will receive a trip to Jefferson City and a guided tour of the state capitol, a Lincoln Library Encyclopedia, and they will be interviewed on the KATZ program "Teen Scene." The winners will be determined by the board of directors of the St. Louis Educational Assistance Fund. The contest ends March 31.

Jack Angel, host of the KEX-Portland, Ore. Commute Club, is currently broadcasting a series of reports dealing with UFO's. The daily commentary, heard at 6:50 P.M., is voiced by one of the country's UFO authorities, **Frank Edwards**, author of "Flying Saucers, Serious Business." Commentary has delved into the origin of UFO's, their history and the various sightings which have been reported by scientists and laymen. At their inception, the reports were specially edited cuts from an RCA Victor album recorded by Edwards. However, Jack Angel was able to obtain an exclusive interview with the author, and selected portions of that interview are now being broadcast.

SPUTTERS: **Harold Greenberg** has been appointed general sales manager for KDWB-Minneapolis/St. Paul. . . . **Anothny S. Ocepek** has joined WKYC-TV-Cleveland as an account executive. . . . **Emmett Cronan** is now with KFMB-San Diego where he is morning newsman. . . . **Peggy Rolfes** has been designated community service director of the WMC Stations in Memphis. . . . **Jeff Hendrickson** has been selected to serve on the news staff of KXOK-St. Louis. . . . **Dean Sander** has been promoted to assistant news director at KLAC-Los Angeles. . . . **James (Ted) Brew** has been made national sales manager of WABC-New York. . . . **Paul R. Abrams** has been named account executive at the same outlet. . . . **John H. Drilling** has been assigned the post of general assignment reporter for WISN-TV-Milwaukee. . . . **David Pound** has been appointed assistant program director for WNEW-New York, and **Irving Weinstein** has been named production engineering supervisor. . . . **Gene Wagner** has been designated general sales manager of KING-Seattle, and **Ralph R. Heyward** has been made sales trainee. . . . **Jack Fitzpatrick** has been promoted to station relations director at KHOW-Denver.

VITAL STATISTICS: **Robert Scott** of KIMN-Denver has joined the staff of KHOW as news director. . . . **Scott D. Palmer, Jr.**, formerly with KCBQ-San Diego as announcer and assistant production manager, is now production manager at KDEO. . . . **Ted Hepburn**, currently vice president and general manager of WARM-Wilkes Barre/Scranton, will take over as general manager at WSAI-Cincinnati in mid-April. . . . **Jim Cox**, formerly with WRIC-Richlands, Va., has moved to WTZE-Tazewell, Va. where he is program director and mid-morning air personality. . . . **Ron Menchine**, formerly sports director of WBAL-Baltimore, has been appointed sports director of WWDC-Washington. . . . **Perry Samuels**, vice president and general manager of WPTR-Albany, N.Y., will become general manager of WWDC and WWDC-FM on April 1. . . . **Dick Hammer**, formerly sports director for WEST-Easton, Pa., has been named sports reporter for the NBC News Bureau in Cleveland. . . . **Ron Becker**, formerly prime time newscaster for WKY-TV-Oklahoma City, has been made a reporter for the NBC News Bureau in Cleveland. . . . **Jack Hicks**, formerly a news and weatherman and announcer for KOTV-Tulsa, has joined the on-air talent staff of WKYC-TV-Cleveland. . . . **Jim Dixon**, formerly with WNAC-Boston in the morning segment, is now with WCOP-Boston. . . . **Joel W. Caesar**, formerly assistant manager of press information for the CBS Radio Network, has been designated public relations manager of WMCA-New York. . . . **William F. Williams**, formerly morning personality at KBLA-Los Angeles and KMEN-San Bernardino, is the new program director at KCBQ-San Diego.

BIOS FOR DEEJAYS

Harper's Bizarre

Harper's Bizarre is composed of Ted Templeman, who plays drums, guitar, trumpet and sings; Dickie Scoppettone, guitar; Eddie James, lead guitar; John Petersen, drums; and Dick Yount, bass guitar. Scoppettone and Yount were in a folk singing group when they decided to join forces and start their own group along with Templeman and Eddie James. Scoppettone and Templeman, who aspire to be successful songwriters, pen most of the quintet's material. Harper's Bizarre have emerged from the competitive atmosphere of the San Francisco area where they have dwelled for years. The group has only been together professionally for about three years and was extremely popular only in local arenas such as the Fillmore and Avalon Ballrooms. Now that their current Warner Bros. single, "59th Street Bridge Song," is number 32 on the charts this week, their appeal is nationwide.

Blues Magoos

The Blues Magoos are comprised of Mike Magoo, lead guitar; Ron Magoo, bass; Geoff Magoo, drums; Ralph Magoo, organ; and Peppy Magoo, rhythm guitar. The trademark of the group is its "psychedelic" sound, which is a wild, frenetic, unrestrained, emotional outpouring in musical sound that has a strong basis in traditional blues but that is played with all the variations that modern electrical instrumentation can provide. The Blues Magoos employ electrical feedback as music, fuzz tone on organ, and an echo box. The idea of "psychedelic music" evolved about ten months ago when the Magoos were first getting the group together in its present form. Ralph, Ronnie and Peppy were the original "magoos" and were playing at The Night Owl in Greenwich Village. Two members of the original Magoos left the group and Geoff and his friend, Mike, were added to make the present fivesome. The Blues Magoos are currently represented on the charts this week with "We Ain't Got Nothin' Yet," which is number 44, and "There's A Chance We Can Make It," which is number 94. The group records for the Mercury label.

Congratulations!

DAVID HOUSTON

1966

GRAMMY WINNER

"Almost Persuaded"

Written By Billy Sherrill & Glenn Sutton

Best Country & Western Song of the Year

Best Country & Western Male Vocal Performance

Best Country & Western Recording

OTHER RECORDINGS OF "ALMOST PERSUADED"

BETTY AMOS	STARDAY
DONNA HARRIS	ABC PARAMOUNT
JERRY NAYLOR	TOWER RECORDS
WILMA LEE & STONY COOPER	DECCA RECORDS
WILBURN BROS.	DECCA RECORDS
BEN COLDER	MGM ("ALMOST PERSUADED #2")
PATTI PAGE	COLUMBIA
ROY DRUSKY	MERCURY RECORDS
CONWAY TWITTY	DECCA RECORDS
RONNIE DAVID	EPIC
SI ZENTNER	LIBERTY RECORDS
LEROY VAN DYKE	WARNER BROS.
JERRY SMITH	AMBASSADOR RECORDS
POZO SECO SINGERS	COLUMBIA RECORDS
CHUCK THOMPSON	ABC PARAMOUNT RECORDS
MUSICAL TREASURY SINGERS	COLUMBIA RECORDS
SING-A-LONG	CAPITOL RECORDS
NASHVILLE SOUND STRING QUARTET	RCA VICTOR
FLOYD CRAMER	RCA VICTOR
DOTTIE WEST	RCA VICTOR
AUDREY WILLIAMS	MGM
LEROY JONES	RECORD SERVICE CO.
MOLLY BEE	TANRIDIGE PRODUCTIONS
GEORGE JONES	MUSICOR RECORDS
ACE CANNON	LONDON RECORDS
JACK GREENE	DECCA RECORDS
KEITH MACKAY	ARC SOUND LTD. (CANADA)
JIMMY NEWMAN	DECCA
PETE DRAKE	AMBASSADORE
CRISPIAN ST. PETERS	JAMIE
BILLY VAUGHAN	DOT

Congratulations on the Current #1

COUNTRY & WESTERN SONG

"LOSER'S CATHEDRAL"

WATCH FOR DAVID'S FUTURE ALBUM, "LOSER'S CATHEDRAL" WHICH WILL CONTAIN HIS NEXT SINGLE

"WITH ONE EXCEPTION"

And THANKS To David's Personal Manager

TILLMAN FRANKS

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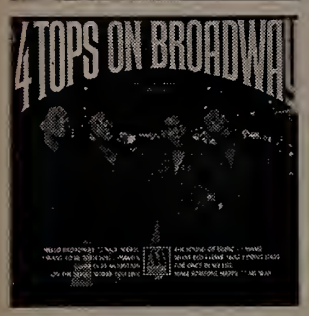
Cash Box ALBUM REVIEWS

POP PICKS

HOW GREAT THOU ART—Elvis Presley—RCA Victor LPM/LSP 3758

A selection of religious songs performed by Elvis Presley. Included on the album are the title track, "How Great Thou Art," "Somebody Bigger Than You And I," and "If The Lord Wasn't Walking By My Side." The artist renders the tunes in a feelingful, sincere manner, and the LP should be of particular interest to gospel-oriented listeners.



ON BROADWAY—4 Tops—Motown (S) 657

The 4 Tops deliver a package of R&B-flavored Broadway tunes. Included on the LP are "On The Street Where You Live," "What Did I Have That I Don't Have Now," and "Make Someone Happy." The 4 Tops create a great deal of excitement as they perform, and the album is likely to prove a real mover with the artists' legion of followers.

TRY SOME OF THIS!—Jay & the Americans—United Artists UAL 3562/UAS 6562

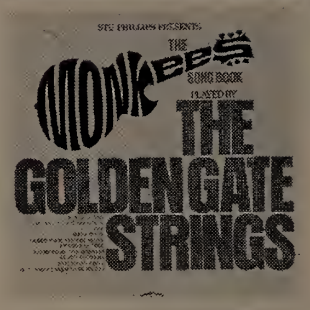
Jay & the Americans offer a group of rock ditties. Among the tracks are "You Ain't As Hip As All That Baby," "(He's) Raining In My Sunshine," and "It's A Big Wide Wonderful World." The group sings with verve and style, and the album should be popular with the quintet's many fans.

BOSTON SOUL — Hardly Worthit Players — Cameo Parkway P/SP 7057

The Hardly Worthit Players have at the contemporary political scene, lampooning several famous government figures who should be instantly recognizable to the laughing listener. The recent chart effort, "Wild Thing," by "Senator Bobby," is included on the album. "Senator Bobby" is joined by "Senator McKinley" in "Mellow Yellow," which provides sizeable laughs. The LP stacks up as a strong vote-getter.

ON THE MOVE—Tony Sandler & Ralph Young —Capitol T/ST 2686

Tony Sandler and Ralph Young sing a selection of pop efforts. Included on the album are "C'Est Si Bon," "There Will Never Be Another You," and "Gonna Build A Mountain." The artists' voices blend together to produce a pleasing effect which is zestful and mellow. The package should find itself richly rewarded in the marketplace.



THE MONKEES SONG BOOK—Golden Gate Strings—Epic LN 24248/BN 26248

The Golden Gate strings render instrumental interpretations of songs made popular by the Monkees. Featured on the set are two Monkee monsters, "Last Train To Clarksville" and "I'm A Believer." The album also includes "This Just Doesn't Seem To Be My Day." The Golden Strings' sound is glowing and tasteful, and the LP should be a real crowd-pleaser, especially in the light of its making prominent use of "the Monkee's" logo.

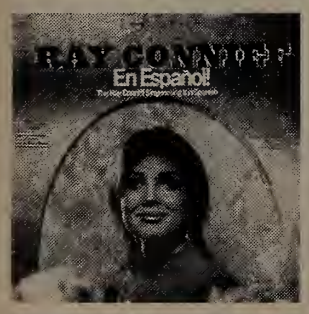
IF YOU GO AWAY—Damita Jo—Epic LN 24244/BN 26244

Damita Jo sings of love found and lost in ten pop offerings. The numbers include the title tune, "If You Go Away," "An Affair To Remember," and "My Man's Gone Now." The artist exhibits versatility in her choice of material, and she creates a warm romantic mood which, on side two, is counterbalanced by the sadness of love grown cold. The LP should be a large hit with the singer's many fans.

CHARLES CHAPLIN'S A COUNTESS FROM HONG KONG—Original Soundtrack—Decca DL 1501/71501

Charles Chaplin has composed the score for his film, "A Countess From Hong Kong." The mood of the movie is light, gay, effervescent, and the music matches it. Sophia Loren, who is starred in the flick, is given expression in music with a waltz theme which captures her impish screen character. Movie music devotees and those who have followed Chaplin's work as a writer of film music should be eager to purchase this disk.

POP BEST BETS

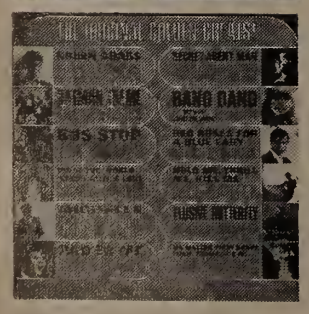


THE RAY CONNIFF SINGERS SING IT IN SPANISH—Columbia CL 2608/CS 9408

An album recorded in Mexico City with Mexican singers. Included in the package are "Dias De Vino Y Rosas," "Todos Aman A Alguien," and "Creemos En El Amor." The singers perform with spirit and enthusiasm, and the set should find popularity with a large listening public, Ray Conniff devotees in particular, and good music lovers in general.

A TASTE OF BRASS FOR LOVERS ONLY—Jackie Gleason—Capitol W/SW 2684

Leading a band that includes such top-name performers as trumpeter Roy "Little Jazz" Eldridge and saxophonist Charlie Ventura, Jackie Gleason has come up with a bright, swinging package of love ditties that should be especially popular in good music circles. Included in the set are "My Love For Carmen," "A Taste Of Honey," "Love Is Here To Stay," and "It All Depends On You." Watch this one go.

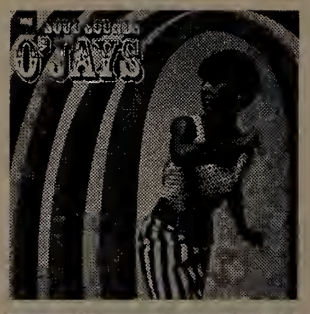


THE ORIGINAL GOLDEN GREATS!—Various Artists—Liberty LRP 3500/LST 7500

A compilation of recent hits in the pop field. Offerings on the disk include "What The World Needs Now Is Love," by Jackie De Shannon; "Red Roses For A Blue Lady," by Vic Dana; and "Secret Agent Man," by Johnny Rivers. The album provides an excellent glimpse of top pop artists at their best, and the LP should rank high among the pop hit anthologies.

COME BY HERE—Inez & Charlie Foxx—Dynamo DM 700/DS 8000

Inez & Charlie Foxx offer a selection of R&B ditties. Among the tracks are the title tune, "Come By Here," "No Stranger To Love," and "I Love You 1000 Times." The brother-sister duo, in collaboration with Luther Dixon, their producer, have written many of the outings on the disk. The artists render driving, rocking soul interpretations of their material, and the LP should be a fast-moving sales item.



SOUL SOUNDS—O'Jays—Minit LP 40008/24008

"Soul Sounds" is a good name for this potent, free-swinging R&B package by the O'Jays. Among the numbers on the set are "Working On Your Case," "Stand In For Love," "I'll Never Forget You," and "Oh, How You Hurt Me." Could be a lot of chart and sales action in store for this one. Give it a careful listen.

THE BLUES IS WHERE IT'S AT—Otis Spann —BluesWay BL/BLS 6003

Otis Spann, jazz pianist and vocalist, lays out nine jazz outings. He is given able support by Muddy Waters, guitar; Sammy Lawhorn, guitar; Luther Johnson, guitar; Mac Arnold, electric bass; Francis Clay, drums; and George Smith, harmonica. Included on the disk are "Popcorn Man," "Chicago Blues," and "My Home Is On The Delta." The members of the group complement each other expertly, and the LP is likely to move quickly in jazz circles.

Provocative Duo

James Brown / Vickie Anderson

"THINK"

Cash Box ALBUM REVIEW

POP BEST BETS

LEE HARVEY OSWALD SPEAKS—Lee Harvey Oswald—Eyewitness EW 1002

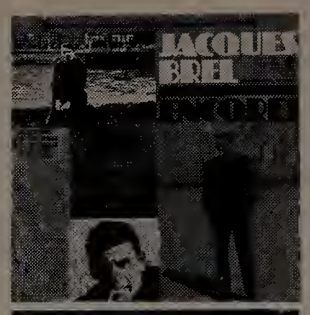
A valuable contribution to the history of our times, this documentary album spotlights a personal interview with Lee Harvey Oswald conducted by Bill Stuckey in New Orleans in 1963. Also featured in the set are statements about Oswald by Senator Thomas J. Dodd and Congressman Hale Boogs. Should be of special interest to those concerned with the findings of the Warren Commission and with the events that led up to the assassination of President John F. Kennedy.

THOROUGHLY MODERN MILLIE—Hippy Dippys—UNI 73001

The Hippy Dippys have put together a glittering array of vocal and instrumental sounds in the 1920's bag and come up with a set that could win the enthusiasm of both pop and middle-of-the-road listeners. Included in the package are "Thoroughly Modern Millie," "Rose Of Washington Square," "The Japanese Sandman," and "I Can't Believe That You're In Love With Me." Could sell well.

ARE YOU LONELY FOR ME?—Freddie Scott—Shout SLP/SLPS 501

This powerpacked LP spotlights Freddie Scott in a performance of twelve rousing R&B numbers. Included in the set are "Are You Lonely For Me?," "Open Up The Door To Your Heart," "He Will Break Your Heart," and "Who Could Ever Love You." Scott's talent is in full force on this one, and his chances of earning a top chart spot seem very good indeed.

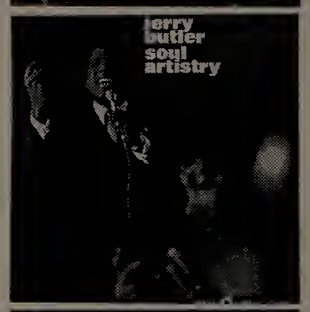


ENCORE!—Jacques Brel—Reprise RS 6246

Jacques Brel, accompanied by Francois Rauber and his orchestra, sings twelve of his poems. The poetry is intense and vital and the music forms an excellent backdrop to the works. The poems set to music include "Les Fenetres" ("The Windows"), "Tango Funebre" ("Funeral Tango"), and "La Parlote" ("The Gossip"). The album should be of interest to those who enjoy poetry with musical accompaniment.

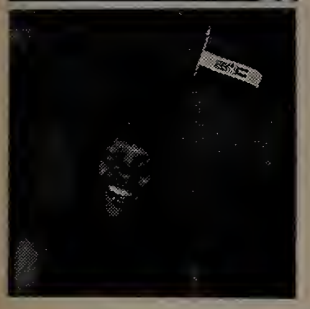
PETER NERO PLAYS A SALUTE TO HERB ALPERT AND THE TIJUANA BRASS—RCA Victor LPM/LSP 3720

Pianist Peter Nero pays tribute to Herb Alpert and the Tijuana Brass. Such Alpert favorites as "A Taste Of Honey," "The Lonely Bull," and "The Work Song" are featured on the disk. Nero's interpretation of these numbers provides a highly entertaining package for what promises to be a sizeable audience of both Peter Nero and Herb Alpert followers.



SOUL ARTISTRY—Jerry Butler—Mercury MG 21105/SR 61105

Jerry Butler offers a batch of R&B-flavored tunes. Included on the disk are the artist's current chart item, "I Dig You Baby," "I'm Gonna Make You Love Me," and "You Don't Know What You Got Until You Lose It." The singer projects fine artistry on this LP, which figures to see heavy sales. The album, a power-packed set, could very well see lots of chart action.



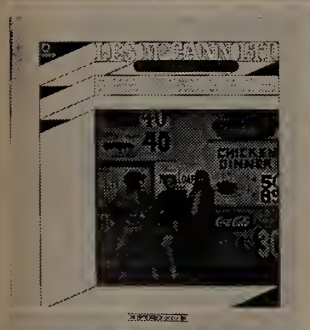
THE EMANCIPATION OF HUGH MASEKELA—Chisa CHM 101/CHS 4101

Hugh Masekela performs nine pop outings, six of which he penned. Among the tracks are "Why Are You Blowing My Mind?" "What Is Wrong With Groovin?" and "Child Of The Earth." The singer displays an exciting, spirited style on this LP for the fledgling Chisa label, which is owned by the artist. The album is likely to make new friends for both Masekela and his new diskery.

A MAN AND HIS WATERMELON—Jackie Vernon—United Artists UAL 3577/UAS 6577

"Dull" comedian Jackie Vernon is recorded "live" in one of his sad outcries against the vicissitudes suffered by the dull man. In the course of the LP, the comic defines the dull man: he leaves home at 38 and gives up his paper route. The album is a tribute to the staying power of the dullard. The disk should provide many laughs for appreciative listeners.

JAZZ PICKS

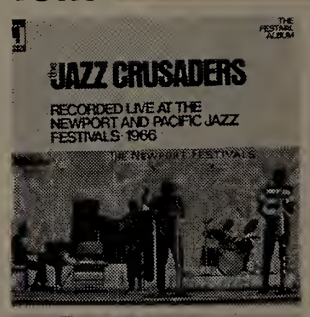


BUCKET O' GREASE—Les McCann Ltd.—Limelight LM 82043/LS 86043

Here's a swinging "boogaloo" album by pianist Les McCann that should find ready favor in jazz and R & B areas. Among the numbers on the set are "Hey Leroy, Your Mama's Callin' You," Music To Watch Girls By," "Watermelon Man," and "Bucket O' Grease." McCann could really fly high on the charts with this one. Keep tabs on it.

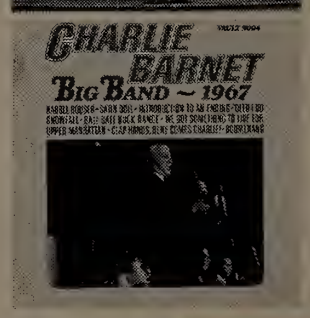
DEUCES WILD—Sonny Stitt—Atlantic 3008/SD 3008

Famed alto-tenor saxophonist Sonny Stitt romps through seven groovy jazz numbers on his latest LP. The set, which also features alto-soprano saxophonist Robin Kenyatta and tenor saxophonist and bagpiper Rufus Harley, includes such selections as "Deuces Wild," "My Foolish Heart," "Sittin' In With Stitt," and "Pipin' The Blues." Looks good.



THE FESTIVAL ALBUM—Jazz Crusaders—Pacific Jazz PJ 10115/ST 20115

The Jazz Crusaders could score quickly with this swinging, hard-driving, handsomely packaged LP. Recorded live at the 1966 Newport and Pacific Jazz Festivals, the set is given over to four extended numbers: "Trance Dance," "A Summer Madness," "Young Rabbits," and "Freedom Sound." Keep your eye on this one. It might go all the way.



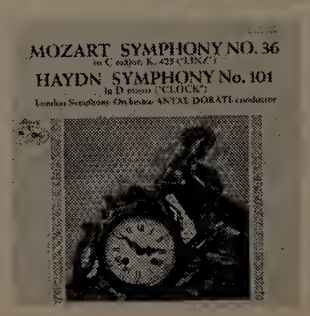
BIG BAND—1967—Charlie Barnet-Vault 9004

Fiery, free-wheeling jazz sounds are the order of the day on this set as saxophonist Charlie Barnet leads his eighteen-man band through "Rabble Rouser," "Clap Hands, Here Comes Charlie," "We Got Something To Live For," "Introduction To An Ending," and six others. Barnet really goes all out on this one, and it could be a big winner for him.

CLASSICAL PICKS

LISZT: CONCERTO NO. 1; CHOPIN: CONCERTO NO. 2—Andre Watts/New York Philharmonic/Leonard Bernstein/Thomas Schippers—Columbia ML 6355/MS 6955

A brilliant interpreter and a fine technician, pianist Andre Watts here offers a package containing two lovely classical works: Liszt's "Concerto No. 1 In E-Flat," and Chopin's "Concerto No. 2 In F Minor." Backed by the New York Philharmonic (Leonard Bernstein conducting the Liszt piece, Thomas Schippers the Chopin), Watts plays masterfully throughout the entire set. Should be a sought-after item in the classical market place.



MOZART: SYMPHONY NO. 36; HAYDN: SYMPHONY NO. 101—Antal Dorati/London Symphony Orchestra—Mercury Wing WC 18064

Two great symphonies, Mozart's "Symphony No. 36 In C Major, K. 425 (Linz')", and Haydn's "Symphony No. 101 In D Major ('Clock')", are spotlighted on this album. Antal Dorati leads the London Symphony Orchestra through vigorous interpretations of both works, making the set a delight to the ear and a probable winner in classical circles.

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Complete new recording of Verdi's popular opera.

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Atlantic Rush Releases 2 LP's

NEW YORK—Atlantic Records has rush-released the new Aretha Franklin LP, "I Never Loved A Man The Way I Love You," to its distributors, following the success of the artist's smash single of the same title. The album is the lark's first for Atlantic. It contains her hit single as well as "Respect," "Drown In My Own Tears," and "A Change Is Gonna Come."

Atlantic is releasing another LP on the Stax label, featuring Otis Redding and Carla Thomas together for the first time. The disk is called "King & Queen." The set contains a collection of blues rockers including "Knock On Wood," "Tell It Like It Is," and "When Something Is Wrong With My Baby."

Dirksen To Read From New LP On Skelton Show

NEW YORK—Senator Everett McKinley Dirksen was signed recently for a forthcoming appearance on CBS-TV's "Red Skelton Show." The senator will tape selected reading for the show in Washington on Thursday (23) under the production supervision of Arch Lustberg, co-producer with Ron Cochran of Dirksen's current chart-riding LP, "Gallant Men" on Capitol Records.

Capitol plans to release Dirksen's second single, "Man Is Not Alone," within the next few weeks. The disk will be followed by a second album also titled "Man It Not Alone: Words Of Inspiration Spoken By Senator Everett M. Dirksen," later this spring. The Skelton show appearance will feature inspirational and religious readings from the new album.

This second album is being produced by the same team that was responsible for the debut LP and single, introduced in December of last year. Members of this team include Lustberg, who directed taping of the Dirksen readings; John Cacavas, who wrote and recorded the background score; Charles Wood, lyricist; and H. Paul Jeffers, who created the continuity. Lustberg and Cacavas are associated with Chappell & Co. Inc., publisher of the score, as director of special projects and director of publications respectively.

Lustberg and Cacavas last week completed mixing and mastering of the new Dirksen product, working with engineer Phil Ramone of A & R Studios, New York, where the original score was recorded with choir and 40-piece orchestra.

Imperial Adds 13 To Golden Series

LOS ANGELES—Imperial Records has added thirteen top-selling singles to their "Golden Series" of forty two others, which brings the grand total to fifty-five.

According to national sales manager Rick Frio, the thirteen feature the biggest names on the Imperial roster, including Johnny Rivers, Mel Carter, Jackie DeShannon, the Hollies, Cher, Irma Thomas, Jimmy McCracklin, Slim Whitman, Georgie Fame and Billy J. Kramer.

The all-time hits figure in a dealer program from March 17 through April 30, 1967. Terms are available from Imperial distributors.

Schwartz-Greenberg Supplies Film Music

NEW YORK—The Schwartz-Greenberg pubberies have supplied the music for a Peter H. Cooper Film Co. production, "Dog Short." The music, entitled "The Chase," was written by S-G's professional manager, Joey Day, and exclusive writer Alan Dischel. Robert Steinbrecker, production manager of Peter H. Cooper, handled production arrangements.

ALBUM PLANS

Deals, discounts and programs being offered to dealers and distributors by record manufacturers.

DIAMOND
"Buy 5 Get 1 Free" on all Diamond albums. Expires June 30, 1967.

PEACOCK-DUKE
Buy-7-and-get-1-free on entire catalog, including new LP's. No expiration date has been set.

FORTUNE
1 free album when 6 are purchased in any combination. No time limit.

GATEWAY
Two free for every 10 albums purchased on entire catalog. Expiration date indefinite.

GNP CRESCENDO
15 albums free with purchase of 100 LP's $3.79 and $4.79 retail. Indefinitely.

JEWEL-PAULA-WHIT
One free for every five purchased on entire catalog. No expiration date.

LIBERTY
Program on label's Original Hit product. Terms available from Liberty distribs. Expires: March 31.

LITTLE DARLIN'
Special 2 on 10 deal on all product. No expiration date has been set.

NASHBORO
Buy-7-get-one-free on entire catalog including new LP's. 100% exchangeable. No expiration date has been set.

ORIGINAL SOUND
15% discount on all LP's—until further notice.

PHILIPS
Discounts on new releases as well as entire catalog. SPM/SPS series are discounted 10%, all other classical albums discounted 20%. No expiration date announced.

PRESTIGE
15% discount on all LP product until further notice.

ROULETTE
15% discount in free merchandise. Expiration date indefinite.

SCEPTER-WAND
2 Albums free with every ten purchased. No termination date announced.

SIMS
3 free with every 10 purchased on entire catalog. No expiration date.

SMASH-FONTANA
Special discounts available through distribs. Expiration date not announced.

TAMLA-MOTOWN-GORDY
Buy-7-get-one-free. No expiration date has been set.

TOWER
10% discount on all albums. No expiration date announced.

Epic Markets New LP Product

NEW YORK—Epic Records has announced the release of a total of 17 albums for the month of March.

Highlighting the release are 9 pop LP's: "If You Go Away," by Damita Jo; "The Monkees Songbook," by the Golden Gate Strings; "A Loser's Cathedral," by David Houston; "Kiss Tomorrow Goodbye," by Jane Morgan; "The Yardbirds' Greatest Hits;" "Spoonful of Sugar," by Guela Gill; "Hochzeit Machen, Das Ist Wunderschon," by Alfred Matschat and his Club Ensemble; "San Remo Festival, 1967;" and "Sounds That Are Happening," by the Gozoo Band.

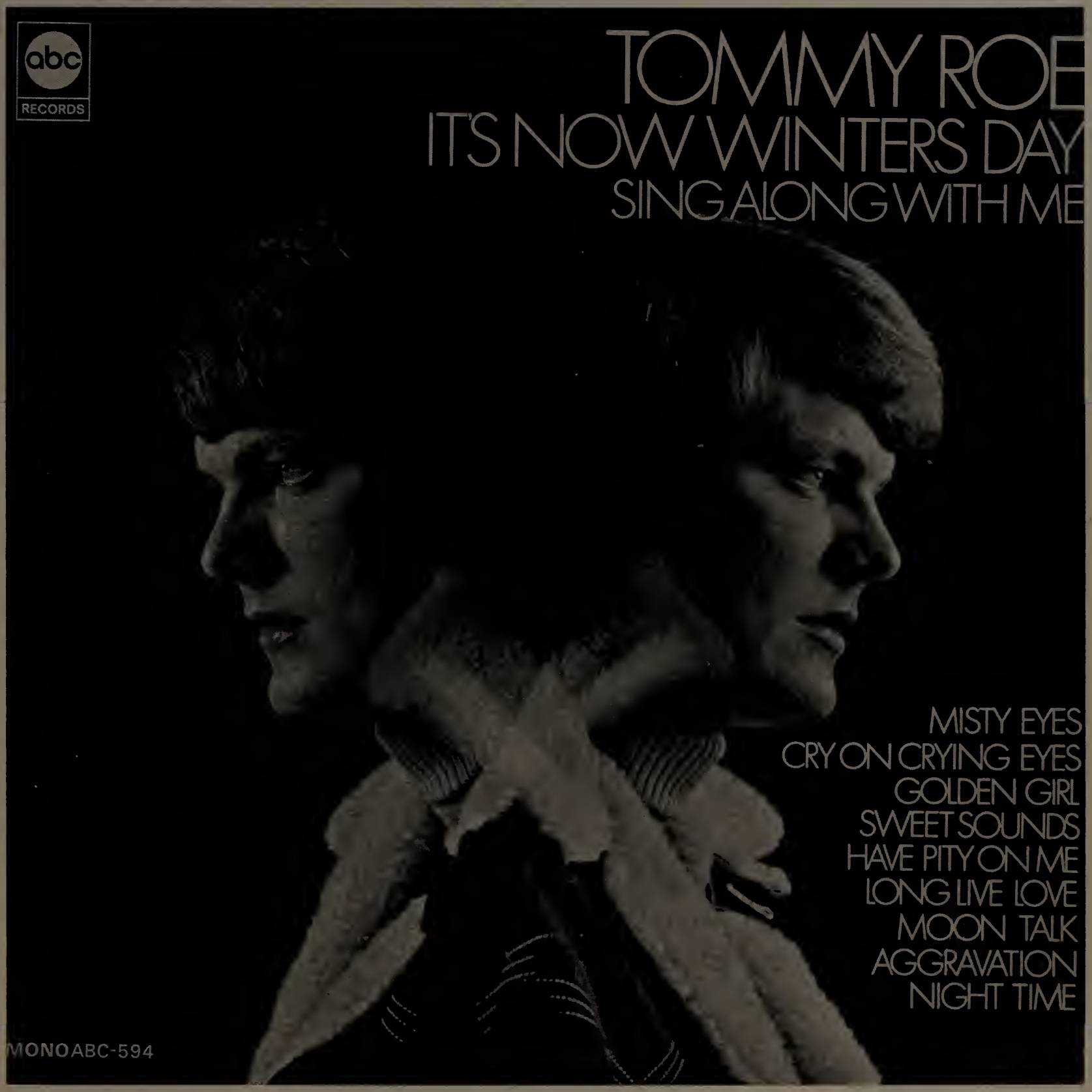
Epic's Crossroads label has five new classical sets: "Hindemith: Symphonic Metamorphoses/Kodaly: Variations On A Hungarian Folk Song," by the Brno State Philharmonic Orchestra, Jaroslav Vogel conducting the Hindemith piece, Janos Ferencsik conducting the Kodaly; "Dvorak: Symphony No. 7 In D Minor, Op. 70," by the Czech Philharmonic Orchestra, Zdenek Kosler conducting; "Haydn String Quartets," by the Prague City Quartet; "Tchaikovsky For Strings," by the Czech Chamber Orchestra, Josef Vlach conducting; and "Delightful Divertimentos And Pretty Partitas," by various artists.

Concluding the list of Epic's March releases are three new packages on the Okeh label: "Get My Hands On Some Lovin'," by the Artistics; "Speak Her Name," by Walter Jackson; and "Bad," by Johnny Watson.

Korvette's Gold

The American Patrol LP, a recent Warner Bros. release, has "experienced fantastic sales" and the label has attributed much of the album's success to Bill Zeigler, (right) record department manager of the E J. Korvette's store in Huntington, New York. The label has seen fit to present Zeigler with a gold record for his efforts. Dick Sherman, Warner Bros./Reprise national sales manager, makes the presentation.

His Latest Best Selling LP:



ALSO

Already on the charts — His new single:

"SING ALONG WITH ME"

Included in the above LP

Personal Representation: Bill Lowery Talent Inc. **BILL LOWERY, INC; P.O. Box 9687; Atlanta, Georgia 30319**

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"TENDERLY"
45-432

MORRIS NANTON
"TROUBLES OF THE WORLD"
45-434

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Norman Foley Gets Sam Fox Exec Post

NEW YORK — Norman Foley has been appointed general professional manager of Sam Fox Publishing Company and its combined affiliates.

Foley brings to the Fox organization over thirty years of uninterrupted activity in the music business, including his long association with the MGM publishing wing, the Big Three; and the Warner Bros. pubbery, Witmark & Sons.

He will develop and exploit new properties as well as stimulate interest in many of the standards in the Fox catalog.

Gary Klein Hails Coast Potential

LOS ANGELES — Gary Klein, who heads the Hollywood office of the Koppelman-Rubin music pubberies and is a vice president of Koppelman & Rubin Associates, took stock recently of the firm's past six months of activity, and found reason for optimism. Klein termed the West Coast "the land of opportunity for publishers with good material."

One of his key functions is "getting our songs into good albums." He stated that this is a constant activity in order to maintain the vigor of all phases of a growing catalog. An additional activity for Klein is the supervision of all sheet music and folio activity for both the Chardon and Faithful Virtue music firms. Currently he is working on third "Lovin' Spoonful Song Book."

Klein has added Johnny Bond to his staff to handle promotion and Gill Kleiner, who doubles in brass as secretary-office manager. As in the case of Koppelman-Rubin's New York office, Klein maintains an open door and spends a good part of his time looking at material brought to him by hopeful tyros.

Cahn, Van Heusen In 'Millie' Promo

NEW YORK—As part of an all-out promotion effort being expended by Decca Records and Universal Pictures in behalf of the soon-due Julie Andrews flick "Thoroughly Modern Millie," the famed songwriting team of Sammy Cahn and Jimmy Van Heusen will make a five city tour for an intensive saturation campaign of press, radio and TV interviews. They will cover the cities of Philadelphia, Boston, Cleveland, Pittsburgh and New York while on tour.

The eight time academy award winning composers will, during the promotion junket, be doing interviews with news media in conjunction with the original Decca soundtrack recording from the motion picture. The album will be released nationally the week of March 20th. Cahn and Van Heusen penned the title song. "Thoroughly Modern Millie," which besides being included in the album is also available as a Decca single by Julie Andrews, along with many other top recordings. The songwriting duo also wrote "The Tapioca," another key song from the motion picture soundtrack.

As a highlight of Cahn and Van Heusen's New York visit, Decca Records is staging a cocktail party the evening of March 14th at which time the deluxe soundtrack album of "Thoroughly Modern Millie" will have its world premiere to a full complement of press, radio and TV personnel.

Ascher Sells Library Rights To Walter Reed

NEW YORK—The sale of the rights to a complete library of records and tapes for one year to the Walter Reed Army Medical Center in Washington, D.C., reports Morton Ascher, president of Emil Ascher, distrib of background and mood music.

Meaux Signs Pact With Jubilee-Josie

NEW YORK — Mickey Eichner, vice president of Jubilee-Josie Records, has announced that independent producer Huey P. Meaux has signed a production agreement with the labels. Meaux, who has produced disks for such artists as Barbara Lynn, Roy Head, and B. J. Thomas, has already brought in the first two artists whom he will record for Jubilee-Josie. They are singers Ripp Tide and J. J. Stately.

Chappell Ups Pace On Broadway Scene

NEW YORK—Chappell & Co. Inc., currently riding high with a Broadway show single, is blueprinting expanding activity in the show-movie field, with emphasis on Leslie Uggams, star of the upcoming Jule Styne-Betty Comden and Adolph Green musical titled "Halleluiah Baby." Now at The Colonial Theatre in Boston, the show is due in New York on April 26.

The performer, who plays the lead opposite Robert Hooks, will duplicate the pattern of Barbra Streisand, who appeared on a Capitol Records original-cast LP of "Funny Girl" while a contract artist for Columbia. Under those circumstances, Columbia had rights to issue a re-recording of Streisand singing the show's major hit, "People."

Uggams, now contracted to Atlantic, will appear on a Columbia cast album. The two companies have made an arrangement by which the star will release two separately-recorded songs from the score of "Halleluiah Baby" on the Atlantic label, while the original versions of the tunes will appear on Columbia's original-cast set. Chappell's Stratford Music has the score. The Uggams Atlantic single is due for release within the next 10 days.

Meanwhile, Chappell's new wave of Broadway successes has been spearheaded by Ed Ames' "My Cup Runneth Over" from the Tom Jones-Harvey Schmidt score of "I Do, I Do." Already in the top 10, the RCA Victor disk is the biggest single for Ames since he was part of the Ames Brothers' act, as well as one of the biggest Broadway-show single hits since Louis Armstrong's "Hello Dolly." Chappell also handles the upcoming musical, "Sherry."

Chappell's Stratford firm will also publish the score of the Styne-Comden-Green TV collaboration, "Getting Married." Slated for ABC-TV's "Stage '67" on Thursday (16), the one-hour musical special is based on an original story by Arthur Laurents and stars Anne Bancroft and Dick Shawn.

On the single-record front, a flock of sides on "Hurry Sundown," title song from the Otto Preminger film, are already hitting the market. At present, the Chappell tune has been recorded by Harry Belafonte and Hugo Montenegro (RCA Victor), Jaxon Reese (Cameo-Parkway), Little Richard (Epic), Malcolm Hayes (Liberty), Bud Shank (World-Pacific), Milt Grayson (MGM), Pat Boone (Dot), and Milt Seeley (Mercury). "Hurry Sundown Blues" has been cut by Count Basie (Command) and Lee Evans (MGM).

Muntz Outlet To Open In Laguna

HOLLYWOOD—Civic leaders, entertainment celebrities and a squadron of Go Go girls will be on hand this month to mark the opening of a 4,000 square-foot car stereo retail store at 387 S. Coast Highway in Laguna Beach.

According to owner Jerry McDonald, the facility will open March 15 and will include divisions for installation, service and retail sales of stereo systems for cars, homes and boats.

McDonald, who also owns Costa Mesa Tape City at 1740 North Superior in Costa Mesa, said the Laguna Store will be the largest of its kind in the area and would market the huge product line of Muntz Stereo-Pak of Van Nuys, including the world's largest library of stereo entertainment, estimated at 50,000 titles.

Don Broun, formerly of McDonald's Costa Mesa store, has been named vice president and manager of the Laguna outlet and will be succeeded as Costa Mesa manager by Tim Price.

McDonald will mark his Laguna opening with special sales reductions for one week, including car stereo systems for $29.95. He projects opening similar Cartridge City outlets in Oceanside and Corona del Mar later this year.

Capitol Releasing 2 Melodiya/Angel Tapes

HOLLYWOOD—Capitol's mid-month (3/13) reel-to-reel tape release will consist of three 3¾ i.p.s. tapes and a pair of 7½ ip.s. packages. Both of the latter are drawn from the first Melodiya/Angel album release: Shostakovich's Symphony No. 5 and the same comper's "The Execution Of Stepan Razin." Kiril Kondrashin conducts the Moscow Philharmonic on both reels.

A third classical tape release, Mahler's "Das Lied von der Erde," features Christa Ludwig and the late Fritz Wunderlich as soloists with the New Philharmonia Orchestra under Otto Klemperer. It is being released in the 3¾ format.

The two pop tape releases of the month: a coupling of two albums by Sandler & Young—"Side By Side" and "On The Move"—and an intandem reel by Lou Rowls including "Nobody But Lou" and his latest album "Carryin' On."

Capitol Releasing 8 Cartridges In March

HOLLYWOOD—Capitol's mid-March (3/13) 8-track stereo tape cartridge release will contain eight new packages including five twin-packs and three single-packs. Three of the tapes will be "4-Star Specials"—tape twin-packs designed for variety listening. Each contains material by four different artists: Jean Shepard, Buck Owens, Roy Clark and Sonny James on "Capitol 4-Star Special #5," Nelson Riddle, George Shearing, Paul Weston, Jackie Gleason on "#6," Howard Roberts, George Van Eps, John Gray, Laurindo Almeida on "#7."

The three single packs are by Frank Sinatra, Peter & Gordon and the Beach Boys. The other twin-packs are by Lou Rawls and Sandler & Young.

Thoroughly Modern

"Thoroughly Modern Millie" has come to B'way in the form of a gigantic sign measuring 75 X 125 feet at the intersection of B'way and 7th Ave. (49th st.) The show (starring Julie Andrews) will open at the Criterion Theatre Mar. 21st, and the original cast LP will be available on Decca.

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GARY LEWIS & THE PLAYBOYS

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Doumanian Is Philips Nat'l Promo Director

CHICAGO—John Doumanian, age 36, a veteran of sales and promotional activities in recording industries for the past 12 years, has joined Philips Records here as national promotional director for the label.

Doumanian started in the record business in 1955 with Capitol Record Distributor, Chicago, as a salesman covering downstate Illinois; in 1957 he handled south side sales coverage of Chicago for Capitol. In 1959 he became regional promotional director for Capitol covering Detroit, Cleveland, Cincinnati, Milwaukee, Minnesota, Louisiana and Nashville. In 1961 he joined Columbia as local promotional manager for the Chicago area. In 1963 he returned to Capitol as regional promotion manager of his former midwest territory. When Tower Records began in 1965 as an indie label venture for Capitol, he became midwest promotion manager for that label. In 1966 he joined Kapp Records as regional promo manager from where he joined the Philips organization.

EVERY MOTHERS' SON is stalwart, manly, and can out-drink the toughest guy on the block.

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TALENT ON STAGE

SERGIO FRANCHI

NEW YORK—Maybe it's called pop-opera, but whatever you want to term it, Sergio Franchi's style of singing is of such a commanding stature that bravo! brovo! seems the appropriate phrase to apply after one of his blockbuster readings.

Opening at the Persian Room of the Plaza Hotel last week (8) for a month's stay, the RCA songster was greeted as enthusiastically as a tenor adding new depth to a Puccini aria. Fortunately, Franchi is not a mere operatic voice who scales down to pop. He is a pop singer with a darn good voice and a warm and winning stage manner to accompany it.

Franchi, slim with chisled good-looks, opens his act with an English-Italian-Spanish medley, giving an immediate, overwhelming account of his vocal prowess. There is what he describes as a "Hootenanny Time" segment, which is really Sergio on guitar singing such hits as "Yesterday," "My Cup Runneth Over." The simple beauty of this stanza makes one wish that the orchestra never bothered to get in on the act. A consistently good LP seller on RCA, the performer kids his lack of singles success with a "let's-hope-maybe-this-time" intro to his new single, a muscular number called "What Will Tomorrow Bring." The closest he comes to an aria is his performance, in Italian, of a song called "Ungrateful Heart," which, he cryptically states, was the song that brought him to America. A robust medley of pop hits from Italy (e.g. "Volare") ends an evening of uncommon pop singing.

SPANKY & OUR GANG

NEW YORK—On Wednesday night, Mar. 8, a new group called Spanky and Our Gang appeared at Steve Paul's The Scene. "Troupe" performers in the best sense of the word, they presented such a varied program that it is impossible to classify them or to define their limitations. Any group that can do (and do well) two songs as different in style as "Buddy, Can You Spare A Dime?" and Gordon Lightfoot's "That's What You Get For Lovin' Me" defies pigeonholing, and those who are accustomed to putting all performers in a certain "bag" will have a tough job on their hands with Spanky and Our Gang.

Playing to an audience that was with them all the way, the group offered surprise after surprise. Among the highlights of the evening were a comedy song about a garbage collector, a bright, spirited version of "Trouble," from the Broadway show, "Music Man," and a new ditty called "Sunday Will Never Be The Same," which the group plans to release shortly on the Mercury label as their debut single.

People all over the world are constantly listening for new sounds. Spanky and Our Gang have not one, but several new sounds, and they could prove to be popular with a very wide audience.

New Chess Hq

(Continued from page 7)

in the main studio, one of four session facilities. The pressing plant will involve a total investment of $600,000.

Separate Identities

In spite of the "single roof" concept, Chess will attempt to maintain separate identities. The pressing operation is under the tag of Mid-West, while the recording affiliate is called Ter-Mar. Chess also operates a Nashville pressing plant, Mid-South.

Project 3 Stereo Singles

NEW YORK—Project 3 Records has started supplying FM stereo outlets with stereo singles (see Cash Box, Mar. 4 issue). Two singles kick-off the release schedule, an extract from the label's "Spanish Strings" LP by Enoch Light & the Light Brigade ("Come On, Come On, Come On, Don't Be Timido" and "I Love, I Live, I Love") and a new song by Ervin Drake, "Ukulele Talk" (b/w "Dancing with Tears in My Eyes") by the True Blues.

Floor By Floor Rundown

Plans call for the following floor-by-floor rundown of functions: 1: administrative quarters for Chess-Checker-Cadet personnel; 2&3: pressing; 4: print shop and LP stock; 5: singles; 6: tape duplicating; 7: studios and mastering, A&R; 8: retention of Revere's special penthouse, including a barbershop and shower & sauna bath facilities.

Hunt To Cut Live Album; Platters Issue 'Ring' LP

NEW YORK—Tommy Hunt now on the R&B Top 50 with his Dynamo single of "The Biggest Man," will record a live LP at the Apollo Theatre during his appearance there in Easter Week. It will be the chanter's first live album, as well as his first appearance at the Opollo since his ill-fated last outing there when he was forced to cut short the engagement because of an auto accident on his way to the theatre.

Musicor Records, which handles national distribution for the Luther Dixon-owned Dynamo label, is getting strong action of its own with the Platters' "With This Ring." The single has already hit the Top 100 and moved into the top 20 on the R&B chart. "With This Ring" is also the title of the group's new album, now being rush-released to cash in on the single's action.

Another entry in Dynamo's R&B derby is the just-released "Sally's Party," debut disc for Barbara and Brenda. In addition, Inez and Charlie Foxx have a new outing with "Tightrope" and "Baby, Take It All."

Overseas, the Dynamo product has so far been released only in England (EMI), where Inez and Charlie Foxx recently carried out a promotion tour, and in Italy (CGD). Release rights for other territories will be negotiated by Luther Dixon, president of Dynamo.

OLD ADDRESS: This is Chess Records' former home. Indicative of the increase in space in the new office is the fact that a single floor of the 8-story building almost equals the entire square feet of the old HQ.

'CENTER' OF ATTENTION: Chess Records is preparing to make its new Chicago headquarters the "recording center of the midwest." Currently in preparation for completion in late spring, the new hearquarters represent an investment of more than $1.5 million. Shown top row of photos: 1. Leonard Chess, co-owner of the label, stands next to a $35,000 German mixing machine; 2. Leonard, Marshall Chess, vp and foreign head, and Phil Chess, look-over the new main recording studio; 3. Leonard and Dick LaPalm, sales manager, get a look-see at a pressing installation. Bottom row: 1. Phil Chess poses with Billy Davis, A&R head; 2. Leonard Chess is shown with James Gann, production topper; 3. Phil Chess shows Marshall Chess and Paul Glass of All-State Distributing in Chicago the workings of the main studio control board.

The American Society of Composers, Authors and Publishers

congratulates its members whose works or performances were awarded the 1966 "Grammy" of the National Academy of Recording Arts and Sciences

STAN CORNYN — *Best Album Notes*, "Sinatra At The Sands".

DUKE ELLINGTON — *Best Original Jazz Composition*, "In The Beginning God".

ERNIE FREEMAN — *Best Arrangement Accompanying A Vocalist Or Instrumentalist*, "Strangers In The Night" recorded by Frank Sinatra.

MORTON GOULD — *Album Of The Year* — Classical, "Ives: Symphony No. 1 In D Minor" (Mr. Gould conducting the Chicago Symphony Orchestra).

NEAL HEFTI — *Best Instrumental Theme*, "Batman Theme".

JERRY HERMAN — *Best Score From An Original Cast Show Album*, "Mame".

FRANK SINATRA — *Album Of The Year*, "Sinatra: A Man And His Music," and *Best Male Vocal Performance*, "Strangers In The Night".

ASCAP also salutes the following artists who have won the "Grammy" award in their catagories for performing works licensed through ASCAP

HERB ALPERT AND THE TIJUANA BRASS — *Best Instrumental Performance (Other Than Jazz)* and *Best Instrumental Arrangement*, "What Now My Love" by Gilbert Becaud and Carl Sigman.

RAY CONIFF SINGERS — *Best Performance By A Chorus*, "Somewhere My Love" by Maurice Jarre and Paul Francis Webster.

EYDIE GORME — *Best Female Vocal Performance*, "If He Walked Into My Life" by Jerry Herman.

ANITA KERR SINGERS — *Best Performances By A Vocal Group*, "A Man And A Woman" by Francis Lai, Pierre Barough and Jerry Keller.

ERICH LEINSDORF — *Best Performance — Orchestra*, "Mahler: Symphony No. 6 in A Minor" (Boston Symphony Orchestra).

NEW VAUDEVILLE BAND — *Best Contemporary Recording*, "Winchester Cathedral" by Geoff Stephens.

and SACEM* composer

MAURICE JARRE — *Best Original Score Written For A Motion Picture Or Television Show*, "Dr. Zhivago".

*French Performing Rights Society.

NARM Convention Speakers:

JOHN BILLINIS

CLIVE DAVIS

EARL KINTNER

ALEX SIEGEL

CMA Makes Audio-Visual Point At NARM

HOLLYWOOD—The Country Music Association (CMA) scored a number of points in its favor with a striking audio-visual presentation at the NARM convention. Besides effective use of films and slides, CMA was boosted by "live" appearances by Tex Ritter, president of CMA, Jan Howard (Decca), Jeannie Seely (Monument) and Ray Price (Columbia).

Ritter, Jan Howard and Minnie Pearl represented the country field in a panel discussion, "Artists Can Talk, Too," in which performers openly discussed the record business from their points of view. Also appearing were Guy Lombardo, Ed Ames and Mantovani. Mantovani was the recipient of a NARM presidential award for "outstanding achievement," along with George Marek, former vp and general manager of RCA Victor Records and now a vp of RCA. The English maestro was also honored by Montgomery Ward, including a specially Monty month at MW stores.

NARM Confab

(Continued from page 7)

at Monday's meet—peppered with humor and presented without the aid of a prepared text. He described the National Labor Relations Board as "the dark continent of American business"—"few people recognize its effect on day to day business." And he cited the do's and don'ts in relations with both union organizers and federal investigators. In 1966 Siegal stated, "Congress passed the most sweeping wage and hour laws in history—9,000,000 additional employees became subject to wage and hour laws." But in addition, the federal wage and hour division granted millions for the cost of investigating those laws. Some of the items under scrutiny—who is not being paid for overtime, for example. Or just how records are kept. Caution—"Be cooperative with these investigators (if and when they should turn up) and, if violations are indicated (according to the investigators) call in competent advice for various modes of appeal."

Bartley Comments

Thomas F. Bartley (general manager — Market Training Services Whirlpool Corp.) a salty, dynamic speaker constantly drew applause and laughter with his homey approach on the subject of "You Have A Business—Is It An Organization?" Basically he pointed out the six elements of management that contribute to making business more profitable—suggesting that Planning, a relatively simple thing, is becoming more sophisticated due to competition. He also covered organization, control, policies, procedures and objectives noting that responsibility should be delegated but coordinated. "Know your man and make him measure his own effectiveness."

TJB, Mancini Triumph

Herb Alpert and his prodigious band of banderilleros, who closed last year's awards banquet in Miami, triumphantly reappeared at A&M's opening eve dinner on Sunday (5) kicking off the week's array of glamor and versatility. Same show intro'd to NARM members the talents of Brazil '66, Chris Montez and the Baja Marimba. Following night's RCA dinner show was devoted to just one performer, Henry Mancini, who brought along a forty piece orchestra, an interesting and immensely successful departure from the usual succession of acts offered by labels.

A dinner party hosted by Dot Records on Wednesday featured such talent as the Lawrence Welk Show, Billy Vaughan, Frankie Carle, Bonnie Guitar, the Lennon Sisters and newcomer Rita Moss.

1967 NARM Award Winners

1. BEST SELLING HIT SINGLE RECORD
   I'm A Believer—Monkees—Colgems
2. BEST SELLING ALBUM
   Monkees—Colgems
3. BEST SELLING MOVIE SOUNDTRACK ALBUM
   Dr. Zhivago—MGM
4. BEST SELLING ORIGINAL CAST ALBUM
   Fiddler On The Roof—RCA Victor
5. BEST SELLING MALE VOCALIST
   Dean Martin—Reprise
6. BEST SELLING FEMALE VOCALIST
   Barbra Streisand—Columbia
7. BEST SELLING MALE C&W ARTIST
   Eddy Arnold—RCA Victor
8. BEST SELLING FEMALE C&W ARTIST
   Loretta Lynn—Decca
9. BEST SELLING MALE R&B ARTIST
   James Brown—King
10. BEST SELLING FEMALE R&B ARTIST
    Dionne Warwick—Scepter
11. BEST SELLING COMEDY ARTIST
    Bill Cosby—Warner Bros.
12. BEST SELLING JAZZ ARTIST
    Ramsey Lewis—Cadet
13. BEST SELLING CLASSICAL ARTIST
    Leonard Bernstein—Columbia
14. BEST SELLING AMERICAN VOCAL GROUP
    Monkees—Colgems
15. BEST SELLING ENGLISH VOCAL GROUP
    Herman's Hermits—MGM } Tie
    Rolling Stones—London }
16. BEST SELLING FOLK ARTIST
    Simon & Garfunkel—Columbia
17. BEST SELLING INSTRUMENTALIST AND/OR INSTRUMENTAL GROUP
    Herb Alpert & Tijuana Brass—A&M
18. MOST PROMISING MALE VOCALIST
    Lou Rawls—Capitol
19. MOST PROMISING FEMALE VOCALIST
    Nancy Sinatra—Reprise
20. BEST SELLING ORCHESTRA
    Lawrence Welk—Dot
21. BEST SELLING CHILDREN'S LINE
    Disneyland
22. BEST SELLING ECONOMY PRODUCT (Under $1 Retail)
    Ambassador }
    Crown } Tie
    Pickwick }
23. BEST SELLING ECONOMY PRODUCT (Over $1 Retail)
    Camden

EIA In Phase Two Of Tape Standardization

NEW YORK—The Electronic Industries Association's Committee on Recording and Reproducing Systems Components, which authored the industry's first standard on endless tape cartridges for use in automobile tape players, moves this month into the second stage of standardization to insure a compatible mating of cartridge and player.

The purpose of the confab will be to begin work on a standard covering interface mechanics and characteristics of endless loop cartridges and mating tape players. One day of the meet will deal with the interference mechanics and characteristics of cartridges and players. The next day the unit will continue work on a proposed standard for the Norelco Co-Planar Tape Cartridge Type II.

Muntz Receives Added $3¼ Mil In New Capital

HOLLYWOOD—An additional capital of $3½ million to Earl Muntz' tape operation was announced by Muntz at last week's NARM confab. A check for $750,000 was signed last week by Henry Fenenbock, personal friend of Muntz. He is president of Lawson, Time a former major concessioneer at Disneyland. The amount is covertible into 25% of shares in Muntz' firm. Muntz presently owns 100% of the stock.

NARM On Cartridges

(Continued from page 7)

labels are obtaining rights through Mercury, affiliated with Philips Records of Holland, inventor of the cassette, to present their product in this manner.

The Problems

A number of speakers relayed a bevy of problems that now beset the tape cartridge industry. A chief villain, Rubinstein explained, was bootlegging. He estimated that between 5%-10% of his 8-track sales were being lost through bogus manufacture, while the 4-track loss runs between 35%-40%. NARM participation in a drive to get Governmental awareness of this problem was urged by Rubinstein.

Return of defective cartridge merchandise ranges from 3% to 10%, it was noted. In some instances, it was brought out, youngsters are deliberately damaging tape product and returning them for new product, usually a cartridge with programming other than the damaged item. Heilicher said that a policy of replacing damaged cartridges with fresh cartridges with the same programming would be helpful in reducing this problem.

Pilferage was termed "unbelievable" and closed racks were seen as an absolute necessity. In line with display racks, a number of companies have re-designed their cartridges in answer to complaints that their merchandise would not fit their own racks. Jimmy Martin noted that cold weather areas had raised the problem of the freezing of cartridge gears.

Heilicher said that auto shops he is supplying stock an average of 240 cartridges, while record shops handle about 700 tapes. In his area, he is establishing a tape center with inventory of about 4000 tapes. He is making the move, Heilicher explained, because "no one has the guts to try it."

In his survey of car tape units, Rubinstein said that 16% of those who had units in their autos did not own phonographs. Some commented at the session that home sales of cartridge players were surprisingly good.

Speaking during the second tape session, Bill Gallagher, Columbia Records vp, said that the cartridge field was "running ahead of activity."

The situation would be analogous to an attempt to sell the LP through a self-service rack in the early 40's, he explained. It wouldn't make it, he added, because the consumer would not know anything about it.

JUST RELEASED
A NEW HIT ALBUM
INEZ & CHARLIE FOXX

INCLUDING THEIR RECENT HIT

"COME BY HERE"

PLUS OTHER GREAT HITS

I Stand Accused • Love You 1000 Times • Never Love A Robin • No Stranger To Love • My Special Prayer • Baby Take It All • Undecided • A Stranger I Don't Know

DYNAMO 7000

PRODUCED BY LUTHER DIXON

ALSO JUST RELEASED BRAND NEW HIT SINGLE BY

INEZ & CHARLIE FOXX

"TIGHTROPE"
"BABY TAKE IT ALL"

DYNAMO RECORD D-102

MOVING UP FAST ON THE CHARTS!

TOMMY HUNT
"THE BIGGEST MAN"

D-101

DYNAMO RECORDS

DISTRIBUTED BY MUSICOR RECORDS 240 W. 55th STREET, NEW YORK, N.Y.

CHOICE TERRITORIES AVAILABLE FOR OVERSEAS DISTRIBUTION WRITE, LUTHER DIXON, 240 W. 55th ST., N.Y., N.Y.

Night Of The Grammys: New York, Chicago, LA & Nashville

NEW YORK—These shots of the NARAS awards banquet in New York's Hilton Hotel include (from the left): Clive Davis, vice president and general manager of CBS Records; Harold Arlen; Tony Randall; an unidentified NARAS official; Brad McKeun, RCA Victor; Mike Beniker, Columbia A&R producer; Steve and Eydie Gorme; Bill Gallagher, vice president at Columbia; D. H. Toller-Bond, president of London Records; George Lee, eastern head of Warner Bros./Reprise; Claus Ogerman, arranger and conductor; Dick Sherman, sales manager of Warner Bros./Reprise; Creed Taylor, jazz producer for Verve with songstress Astrud Gilberto; Tony Bennett; Woody Herman; and the Blues Project.

NASHVILLE & CHICAGO—These photos of the Nashville and Chicago Grammy Awards show: (from left to right) Felton Jarvis, RCA Victor A&R man who accepted the award for street singer Cortelia Clark; Les Leveritt, photographer who did the cover of "Confessions Of A Broken Man"; Jeannie Seely, winner for "Don't Touch Me"; Fred Foster of Monument; Glen Sutton, Epic Records and co-author of "Almost Persuaded"; David Houston; Billy Sherrill, A&R man at Epic and co-author of "Almost Persuaded"; Bill Denny, president of the Nashville chapter of NARAS sitting with Mr. and Mrs. David Houston; Brenda Lee and the Casuals on stage; Floyd Brown, deejay at WMAQ-Chicago; Eddie Hubbard, deejay at WGN; Si Zentner playing the trombone; Clark Weber of WLS-Chicago; and Mara Lynn Brown, who entertained at the show.

LOS ANGELES—Shown at the Los Angeles NARAS awards banquet are: (left to right) Keely Smith; Ernie Brackett, winner of category #32; Anita Kerr, winner of category #8; Jimmy Brown, winner in category #1; and Ernie Freeman, winner in category #31; Herb Alpert; Marvin Miller, winner of category #14; and Jack Jones, who sang "The Impossible Dream."

Grammy Corrections

NEW YORK—Two corrections have been forwarded to Cash Box involving last week's listing of 1966 Grammy award winners. Included in the list appearing on page 44, but not mentioned in the story on page 7 was the fact that Columbia Records tied with RCA Victor Records in category 41: Best Choral Performance (Other Than Opera). The Columbia disk was "Ives: Music For Chorus" with Gregg Smith and the Columbia Chamber Orchestra, Smith Singers, Ithaca College Concert Choir. In category 32 ("Best Engineered Recording-Non-Classical) Lee Hirschberg should have been listed along with Eddie Brackett. The disk was Frank Sinatra's "Strangers In The Night" (Reprise).

EVERY MOTHERS' SON is brave, trustworthy, and does a great early Bogart.

Presley Album To Be Aired On Palm Sunday

NEW YORK—On Palm Sunday, March 19, nearly 300 radio stations across the 50 states will air a special 30-minute uninterrupted program of sacred music from Elvis Presley's new RCA Victor album, "How Great Thou Art." The program is contained on a specially prepared 12-inch LP which includes a spot announcement devoted entirely to the national Red Cross. The program's concept was created by and is being sponsored by Elvis and the Colonel.

In addition to the Red Cross spot announcement, an open time period is added to the program which the originating stations will use for local charity plugs.

RCA Victor will support this saturation programming with both trade and consumer ads on the "How Great Thou Art" album. Ad mats of 600 lines on the new album, with ample space for the additions of locally-geared copy, are being made available for local and regional advertising to tie in with the Palm Sunday air date of this radio program.

Included in a kit to radio programmers is a 7-inch 45 rpm promotional single containing two selections from Elvis' sacred album, "How Great Thou Art" and "So High." Special streamers featuring the album, Elvis Presley Easter cards, Elvis Presley Stereo 8 catalogs, Elvis Presley Gold Car postcards and Elvis Presley 1967 calendars have also been sent to radio stations as a promotional courtesy from Elvis and the Colonel.

Henry Tobias Doing Well

NEW YORK—Song writer-publisher Henry Tobias is recovering nicely in Leroy Hospital, New York City. Tobias was recently admitted to the hospital for surgery. He is the writer of such tunes as "Miss You" and "If I Had My Life."

INTO NEW YORK—Nick Palmer, recently signed to RCA Victor, completed a 15-city tour for the diskery last week at New York's Sheppards discoteque in the Hotel Drake. The songster drew a full house of deejays, dealers, distributors, and the press. At the gathering, Nick did a 30-minute set backed by a trio. The artist's debut single on the label is "Theme From The Warsaw Concerto (The World Outside)"/"You Only Want A Lover." He is scheduled to go into the Copa June 29th. Pictured at the Sheppards party are (from the left): (standing) Sam Goody, Nick Palmer, Sam Stolen of Sam Goody, Jack Silverman of Bruno New York, (seated) Mrs. Silverman, Mrs. Arthur Sarnoff, and Arthur Sarnoff (president of Bruno New York).

UPCOMING EVENTS

A Schedule of Major Industry Events in the Coming Months

EVENT	DATE	PLACE
FRIENDS OF BOB BURTON DINNER-DANCE	MAR. 21	AMERICANA HOTEL, N.Y.
NAB (BROADCASTERS) CONVENTION	APRIL 2-5	CONRAD HILTON HOTEL, CHICAGO
NAMM MUSIC SHOW	JUNE 25-29	CONRAD HILTON HOTEL, CHICAGO
COUNTRY MUSIC WEEK	OCT. 19-21	NASHVILLE, TENN.

A Hit is A Hit is A Hit is A Hit

HEADING FOR TOP 10

TOMMY JAMES & THE SHONDELLS

ON ROULETTE R 4720

"I THINK WE'RE ALONE NOW"

Our biggest week yet!!

March 6-10 172,000 SOLD

Billboard 18 Star

Cash Box 22 Bullet

Record World 19 Star

THANKS TO ALL WHO MADE IT POSSIBLE!!

A Cordell-Gentry Conception

Produced by Bo Gentry & Richie Cordell

Arranged by Jimmy "Wiz" Wisner

Personal Management: Leonard Stogell & Associates

THANK YOU NARAS

FOR AWARDING

GEOFF STEPHENS

AND THE

NEW VAUDEVILLE BAND

BEST CONTEMPORARY RECORDING OF 1966

WINCHESTER CATHEDRAL

AND FOR THE BEST CLASSICAL ALBUM OF THE YEAR

RCA Victor Recording

IVES: SYMPHONY NO. 1 IN D MINOR

Morton Gould Conducting
The Chicago Symphony Orchestra
Howard Scott, Producer

SOUTHERN MUSIC PUBLISHING CO., INC.
PEER INTERNATIONAL CORPORATION
MRS. MONIQUE PEER-MORRIS, President

Cash Box TOP 100 Albums

MARCH 18, 1967

Pos.	Last Week		
1	1	MORE OF THE MONKEES	(Colgems COM/COS 102)
2	2	BETWEEN THE BUTTONS	Rolling Stones (London LL 3499/PS 499)
3	3	THE MONKEES	(Colgems COM/COS 101)
4	4	DR ZHIVAGO	Soundtrack (MGM E/SE 6 ST)
5	6	THE SUPREMES SING HOLLAND DOZIER HOLLAND	(Motown M/MS 650)
6	5	S.R.O.	Herb Alpert & The Tijuana Brass (A&M LP 119/SP 4119)
7	8	SPIRIT OF '67	Paul Revere & The Raiders (Columbia CL 2595/CS 9395)
8	9	THE TEMPTATIONS GREATEST HITS	(Gordy GM/GS 919)
9	7	SOUND OF MUSIC	Soundtrack (RCA Victor LOCD/LSOD 2005)
10	10	THAT'S LIFE	Frank Sinatra (Reprise F/FS 1020)
11	13	SUGAR	Nancy Sinatra (Reprise R 6239/RS 6239)
12	12	WONDERFULNESS	Bill Cosby (Warner Bros. W 'WS 1634)
13	18	MELLOW YELLOW	Donovan (Epic LN 24239/BN 26239)
14	11	FOUR TOPS LIVE!	(Motown MM/MS 654)
15	16	CARRYIN' ON	Lou Rawls (Capitol T/ST 2632)
16	17	NANCY-NATURALLY	Nancy Wilson (Capitol T/ST 2634)
17	15	IN THE ARMS OF LOVE	Andy Williams (Columbia CL 2533/CS 9333)
18	14	BORN FREE	Roger Williams (Kapp KL 1501/KS 3501)
19	41	MY CUP RUNNETH OVER	Ed Ames (RCA LPM/LPS 3774)
20	27	GUITAR FREAKOUT	Ventures (Dolton BLP 2050/BST 8050)
21	30	GEORGY GIRL	Seekers (Capitol T/ST 2431)
22	23	TINY BUBBLES	Don Ho (Reprise R/RS 6232)
23	19	WHIPPED CREAM AND OTHER DELIGHTS	Herb Alpert & Tijuana Brass (A & M LP/SP 110)
24	26	BOOTS WITH STRINGS	Roots Randolph (Monument MPM/SLP 8066)
25	69	THE BEST OF THE LOVIN' SPOONFUL	Lovin' Spoonful Komo Sutra KLP/KLPS 8056)
26	28	CABARET	Original Cast (Columbia KOS 3040/KOL 6640)
27	22	PSYCHEDELIC LOLLIPOP	Blues Magoos (Mercury MG 21096/SR 61096)
28	25	LADY GODIVA	Peter & Gordon (Capitol T/ST 2664)
29	32	COLOR MY WORLD/ WHO AM I	Petula Clark (Warner Bros W/WS 1673)
30	33	COLLECTIONS	Young Rascals (Atlantic M/S 8134)
31	36	A MAN AND A WOMAN	Soundtrack (United Artists UAL 4147/UAS 5147)
32	20	THE MAMAS & THE PAPAS	(Dunhill D/DS 50010)
33	21	WINCHESTER CATHEDRAL	New Vaudeville Band (Fontana MGF 27560/SRF 67560)
34	44	MERCY, MERCY, MERCY	Cannonball Adderly (Capitol T/ST 2663)
35	38	THE WICKED PICKETT	Wilson Pickett (Atlantic M/S 8138)
36	29	WARM	Lettermen (Capitol T/ST 2633)
37	39	2nd GOLD VAULT OF HITS	Four Seasons (Philips PHM 200-221/PHS 600-221)
38	24	HUMS OF THE LOVIN' SPOONFUL	(Kama Sutra KLP/KLPS 8054)
39	31	GOT LIVE IF YOU WANT IT	Rolling Stones (London LL 3493/PS 493)
40	40	BREAK OUT	Mitch Ryder & The Detroit Wheels (New Voice M/S 2002)
41	35	WINCHESTER CATHEDRAL	Lawrence Welk (Dot DLP 3774/DLP 25774)
42	45	BEST OF SAM THE SHAM & PHARAOHS	(MGM E/SE 4422)
43	34	RENAISSANCE	Association (Valiant VLM/VLS 5004)
44	46	SOMEWHERE MY LOVE	Ray Conniff Singers (Columbia CL 2519/CS 9319)
45	55	GOLDEN HITS OF MANTOVANI	(London LL 3483)
46	48	PAINT ME A PICTURE	Gary Lewis (Liberty LRP 3487/LST 7487)
47	54	GREEN, GREEN GRASS OF HOME	Tom Jones (Parrot PA 61009/PAS 71009)
48	50	MAN OF LA MANCHA	Original Cast (Kapp KRL 4505/KRS 5505)
49	—	THE MAMAS & THE PAPAS DELIVER	(Dunhill D/S 50014)
50	53	SNOOPY VS. THE RED BARON	Royal Guardsmen (Laurie LLP/SLP 2038)
51	52	WORLD OF HITS	Ray Conniff (Columbia CL 2500/CS 9300)
52	37	SUPREMES A GO-GO	(Motown MM/MS 649)
53	57	MUSIC TO WATCH GIRLS BY	Bob Crewe Generation (Dyno Voice LP/SLP 9003)
54	49	WHAT NOW MY LOVE	Herb Alpert & Tijuana Brass (A & M LP 114/SP 4114)
55	42	THE BEST OF HERMAN'S HERMITS, VOL. 2	(MGM E/SE 4416)
56	58	MAME	Original Cast (Columbia KOL 6600/KOS 3000)
57	59	MOTOWN 16 BIG HITS VOL. 6	Various (Motown 665)
58	60	GOING PLACES	Herb Alpert & Tijuana Brass (A & M LP 112/SP 4112)
59	47	GOLDEN GREATS OF GARY LEWIS	(Liberty LRP 3468/LST 7468)
60	63	RHAPSODIES FOR YOUNG LOVERS	Midnight String Quartet (Viva V/VS 6001)
61	43	CHANGES	Johnny Rivers (Imperial LPM 9334/LPS 12334)
62	62	GREATEST HITS OF ALL TIMES	Gene Pitney (Musicor MM 2102/MS 3102)
63	64	DE CAPO	Love (Elektra EKL 4005/EKS 74005)
64	61	PARSLEY, SAGE, ROSEMARY & THYME	Simon & Garfunkel (Columbia CL 2563/CS 9363)
65	65	ESPECIALLY FOR YOU	John Gary (RCA Victor LPM/LSP 3695)
66	56	DOWN TO EARTH	Stevie Wonder (Tamla TM/TS 272)
67	72	STOP, STOP, STOP	Hollies (Liberty LP 9339/LP 12339)
68	51	HERE WHERE THERE IS LOVE	Dionne Warwick (Scepter SRM/STS 555)
69	70	I DO! I DO!	Original Broadway Cast (RCA Victor LOC/LSO 1218)
70	74	PROJECTIONS	Blues Project (Verve Folkways FT/FTS 3008)
71	78	KIND OF A DRAG	Buckinghams (USA 107)
72	79	MANCINI '67	Henry Mancini (RCA LPM/LSP 3694)
73	67	THE WILD ANGELS	Soundtrack (Tower T/ST 5043)
74	75	KEEP THE FAITH, BABY	Adam Clayton Powell (Jubilee JGM/JGS 2062)
75	95	THERE'S A KIND OF HUSH ALL OVER THE WORLD	Herman's Hermits (MGM E/SE 4438)
76	77	ENDLESS SUMMER	Soundtrack (World Pacific M/S 1832)
77	81	ERIC IS HERE	Eric Burdon & The Animals (MGM E/SE 4433)
78	66	SOMEBODY LIKE ME	Eddy Arnold (RCA Victor LPM/LSP 3715)
79	84	THIS LOVE FOR YOU	Al Martino (Capitol T/ST 2654)
80	—	LADY	Jack Jones (Kopp KL 1511/KS 3511)
81	86	SOFTLY AS I LEAVE YOU	Eydie Gorme (Columbia CL 2594/CS 9394)
82	71	SERGIO MENDES & BRASIL '66	(A & M LP 116/SP 4116)
83	94	IN CASE YOU'RE IN LOVE	Sonny & Cher (Atco 33-203/SD 33-203)
84	88	NEON CYRKLE	Cyrkle (Columbia CL-2632/CS 9432)
85	—	A MAN AND HIS SOUL	Ray Charles (ABC 590-X/S)
86	73	FIDDLER ON THE ROOF	Original Cast (RCA Victor LOC/LSO 1093)
87	98	SURREALISTIC PILLOW	Jefferson Airplane (RCA LPM/LSP 3766)
88	—	WALK AWAY RENEE/ PRETTY BALLERINA	Left Banke (Smash MGS 27008/SRS 67008)
89	135	YOUNGER THAN YESTERDAY	Byrds (Columbia CL 2642/CS 9442)
90	82	SWEET MARIA	Billy Vaughn Singers (Dot DP 3782/25782)
91	68	JE M'APPELLE BARBRA	Barbra Streisand (Columbia CL 2547/CS 9347)
92	96	5 BY 5	Dave Clark Five (Epic BN 26236/LN 24236)
93	106	SAY SOMETHIN'	Righteous Brothers (Verve V/V 6-5010)
94	80	WACK WACK	Young Holt Trio (Brunswick BL 54121/BL 754121)
95	—	IF YOU GO AWAY	Damita Jo (Epic LN 24244/BN 26244)
96	76	BILL COSBY IS A VERY FUNNY FELLOW, RIGHT!	(Warner Bros. W/WS 1518)
97	90	98.6/AIN'T GONNA LIE	Keith (Mercury MG 21102/SR 61102)
98	104	THE SEA	San Sebostion Strings (Worner Brothers W/WS 1670)
99	100	STAND BY ME	Spyder Turner (MGM E/SE 4450)
100	89	TURN ON THE MUSIC MACHINE	(Original Sound OSM 5015/ORS 8875)

101	CALIFORNIA DREAMING	Wes Montgomery (Verve V/V6 8672)
102	THERE GOES MY EVERYTHING	Jack Greene (Decca DL/DL -7-4845)
103	WHEEL OF HURT	Margaret Whiting (London 55 3497/PS 497)
104	FREAKOUT	Mothers Of Invention (Verve V/V6-5005)
105	DEAN MARTIN TV SHOW	(Reprise R/RS 6233)
106	BUFFALO SPRINGFIELD	(Atco M/S 33-200)
107	MUSIC TO WATCH GIRLS BY	Al Hirt (RCA LPM/LSP 3773)
108	BUDDY RICH, SWINGIN' NEW BIG BAND	(Pacific Jozz PJ 10113/ST 20113)
109	TRINI LOPEZ IN LONDON	(Reprise R/RS 6238)
110	WALKING HAPPY	Original Cost (Capitol SVAS 2631)
111	I CAN MAKE IT WITH YOU	Pozo Seco Singers (Columbia CL 2600/CS 9400)
112	SPINOUT	Elvis Presley (RCA Victor LPM/LSP 3702)
113	THE SEEDS	(Crescendo GNP/GNPS 2023)
114	ART AND SOUL	Arthur Prysock (Verve V/V-6 5009)
115	MR. MUSIC	Mantovani (London LL 3474/EKS 7320)
116	IN MY LIFE	Judy Collins (Elektra ELK 320/EKS 7320)
117	THE DOORS	The Doors (Elektra EKL 4007/EKS 74007)
118	TEQUILA	Wes Montgomery (Verve V/V6 8653)
119	IMPOSSIBLE DREAM	Jerry Vale (Columbia CL 2583/CS 9383)
120	JOHNNY MATHIS SINGS	(Mercury MG 21107/SR-61107)
121	ALFIE	Soundtrack (Impulse 9111)
122	MUSIC OF HAWAII	Henry Mancini (RCA LPM/LST 3713)
123	LOU RAWLS SOULIN'	(Capitol T&ST 2566)
124	SPANISH STRINGS	Enoch Light and the Light Brigade (Project 3-PR 5000SD)
125	JOHNNY RIVERS GOLDEN HITS	(Imperial LPM 9324/LPS 12324)
126	ANIMALISM	The Animals (MGM E/SE 4414)
127	AWAY WE GO GO	Smokey Robinson & The Miracles (Tamla TM/TS 271)
128	SIDE BY SIDE	Sandler & Young (Capitol T/ST 2598)
129	SPANISH RHAPSODIES FOR YOUNG LOVERS	Midnight String Quartet (Vivo V6004/VS 36004)
130	GOING LATIN	Ramsey Lewis (Codet LP/LPS 790)
131	BEST OF THE ANIMALS	(MGM E/SE 4324)
132	COMING ON STRONG	Brenda Lee (Decca DL 4825/DLS 74825)
133	SOCK IT TO ME	Mitch Ryder & Detroit Wheels (New Voice NV/NVS 2003)
134	WATCH OUT	Boja Morimba Band (A&M LP 118/SP 4118)
135	DOUBLE DYNAMITE	Sam & Dave (Stax 712)
136	BERT KAEMPFERT GREATEST HITS	(Decca 4810/74810)
137	SO MUCH FOR DREAMING	Ian & Sylvio (Vanguard 9241)
138	DICTIONARY OF SOUL	Otis Redding (Volt M/S 415)
139	WHISPERS	Jackie Wilson (Brunswick DLM 54122/DLS 754122)
140	GALLANT MEN	Senator Everett Dirksen (Capitol T/ST 2634)

COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS ● Indicates Strong Upward Move

BASIC ALBUM INVENTORY

A check list of best selling pop albums other than those appearing on the CASH BOX Top 100 Album chart. Feature is designed to call wholesalers' & retailers' attention to key catalog, top steady selling LP's, as well as recent chart hits still going strong in sales. Information is supplied by manufacturers. This is a weekly, revolving list presented in alphabetical order. It is advised that this card be kept until the list returns to this alphabetical section.

MGM

Original Sound Track	Doctor Zhivago	1E/S1E6ST
The Animals	The Best Of The Animals	E/SE-4324
Herman's Hermits	The Best Of Herman's Hermits	E/SE-4315
The Animals	Animalization	E/SE-4384
Hank Williams	The Very Best of Hank Williams	E/SE-4168
Connie Francis	The Very Best Of Connie Francis	E/SE-4167
Herman's Hermits	Both Sides Of Herman's Hermits	E/SE-4386
The Animals	Animal Tracks	E/SE-4305
Herman's Hermits	Herman's Hermits On Tour	E/SE-4295
Herman's Hermits	Introducing Herman's Hermits	E/SE-4282
Hank Williams, Jr.	Hank Williams' Life Story	E/SE-4260
Hank Williams	Hank Williams' Greatest Hits	E/SE-3918
Hank Williams	14 More Of Hank Williams' Greatest Hits, Vol. 2	E/SE-4040
Judy Garland & Orig. Cast.	The Wizard Of Oz	E/SE-3996 ST
Original Cast Album	The Fantasticks	E/SE-3872 OC
MGM Sound Track	Gigi	E/SE-3641 ST
The N.Y. Production With Lotte Lenya (In English)	Kurt Weill's The Threepenny Opera	E/SE-3121 OC
Connie Francis	More Greatest Hits	E/SE-3942
Hank Williams	14 More of Hank Williams' Greatest Hits, Vol. 3	E/SE-4140
Johnny Tillotson	Talk Back Trembling Lips	E/SE-4188
Hank Williams	The Very Best Of Hank Williams, Vol. 2	E/SE-4227
The Animals	The Animals	E/SE-4264
Hank Williams, Sr. & Hank Williams, Jr.	Hank Williams, Sr. & Hank Williams, Jr.	E/SE-4276
The Animals	The Animals On Tour	E/SE-4281
Hank Williams	Hank Williams Sings Kaw-Liga And Other Humorous Songs	E/SE-4300
Music Composed & Conducted By John Barry	Born Free—Music From The Sound Track	E/SE-4368
Hank Williams With Strings	The Legend Lives Anew	E/SE-4377
Connie Francis	Movie Greats Of The 60's	E/SE-4382
Hank Williams	Movin' On—Luke The Drifter	E/SE-4380
Hank Williams, Jr.	Hank Williams, Jr. Sings Songs Of Hank Williams	E/SE-4213
Hank Williams	The Hank Williams Story	E-4267-4
Connie Francis	Connie Francis Sings "For Mama"	E/SE-4294
Sam (The Man) Taylor	Blue Mist	E-3973
Hank Williams	Hank Williams On Stage	E-3999
Hank Williams	On Stage—Vol. 2	E/SE-4109
Hank Williams	The Spirit Of Hank Williams	E-3955
Tommy Edwards	Tommy Edwards' Greatest Hits	E/SE-3884
Hank Williams	I Saw The Light	E-3331
Lainie Kazan	Right Now	E/SE-4340
Lainie Kazan		E/SE-4385
Connie Francis	Live At The Sahara	E/SE-4411
The Animals	Animalism	E/SE-4414
Herman's Hermits	Best Of Herman's Hermits, Vol. 2	E/SE-4416
Sam The Sham And Pharaohs	Best Of Sam The Sham And Pharaohs	E/SE-4422
Eric Burdon And Animals	Eric Is Here	E/SE-4433
Herman's Hermits	There's A Kind Of Hush All Over The World	E/SE-4438

MOTOWN

Supremes	Meet The Supremes	M-606	S-606
Mary Wells	Mary Wells' Greatest Hits	M-616	S-616
Supremes	Where Did Our Love Go	M-621	S-621
Four Tops	The Four Tops	M-622	S-622
Supremes	More Hits By The Supremes	M-627	S-627
Billy Eckstine	Prime Of My Life	M-632	S-632
Four Tops	The Four Tops Second Album	M-634	S-634
Supremes	The Supremes At The Copa	M-636	S-636

MOTOWN (Cont'd.)

Supremes	I Hear A Symphony	M-643	S-643
Four Tops	Four Tops On Top	M-647	S-647
Supremes	Supremes A Go-Go	M-649	S-649
Various Artists	Collection of 16 Hits Volume 5	M-651	S-651
Temptations	Meet The Temptations	G-911	
Temptations	The Temptations Sing Smokey	G-912	S-912
Temptations	The Temptin' Temptations	G-914	S-914
Martha & The Vandellas	Vandellas' Greatest Hits	G-917	S-917
Temptations	Gettin' Ready	G-918	S-918
Marvin Gaye	Marvin Gaye's Greatest Hits	T-252	S-252
Marvelettes	The Marvelettes' Greatest Hits	T-253	S-253
Miracles	Greatest Hits From The Beginning	T-2-254	
Marvin Gaye	Moods Of Marvin Gaye	T-266	S-266
Miracles	Going To A Go Go	T-267	S-267
Stevie Wonder	Up Tight	T-268	S-268
Marvin Gaye & Kim Weston	Take Two	T-270	S-270
Jr. Walker	Shotgun	S-701	S-701
Jr. Walker	Soul Session	S-702	S-702
Jr. Walker	Roadrunner	S-703	S-703
Supremes	The Supremes Sing Holland, Dozier & Holland	M-650	S-650
Jimmy Ruffin	Jimmy Ruffin Sings Top Ten	S-704	S-704
Jimmy Ruffin	A Collection Of Original 16 Big Hits Vol. 6	M-655	S-655

MUSICOR

Gene Pitney	Big Sixteen	2008	2009
Gene Pitney	Big Sixteen Vol. II	2043	3043
Gene Pitney	Looking Through the Eyes of Love	2069	3069
George Jones/Gene Pitney	George Jones & Gene Pitney	2044	3044
George Jones	Love Bug	2088	3088
Gene Pitney	Big Sixteen Vol. III	2085	3085
Tito Rodriguez	Tito #1	2084	3084
Gene Pitney/Melba Montgomery	Being Together	2077	3077
Tito Rodriguez	My Heart Sings for You	2063	3063
Los Hispanos	Siempre Pensando En Ti	2062	3062
Gene Pitney	I Must Be Seeing Things	2056	3056
Tito Rodriguez	Carnival of the Americas	2018	3018
Tito Rodriguez	I'll Always Love You	2045	3045
George Jones	Old Brush Arbors	2061	3061
The Platters	I Love You 1000 Times	2091	3091
Gene Pitney	Backstage	2095	3095
Judy Lunn	The Judy Lynn Show Plays Again	2096	3096
Melba Montgomery	Hallelujah Road	2097	3097
George Jones	I'm A People	2099	3099
Orquesta Broadway	Tiqui, Tiqui	2093	3093
Gene Pitney	Greatest Hits	2102	3102
La Playa Sextet	Papas Fritas	2103	3103
Gene Pitney	Country Side Of Gene Pitney	2104	3104
George Jones	We Found Heaven Here at "4033"	2106	3106
Tito Rodriquez	En Escenario	2107	3107
Gene Pitney	Young & Warm & Wonderful	2108	3108
George Jones/Melba Montgomery	Close Together	2109	3109
Judy Lynn	Honey Stuff	2112	3112
Melba Montgomery	Don't Keep Me Lonely Too Long	2114	3114
Paul Tripp	Songs From Birthday House	Mono	5000
Paul Tripp	More Fun at Birthday House	Mono	5001
George Jones	George Jones Greatest Hits	2116	3116
Gene Pitney	Just One Smile	2117	3117
Tito Rodriguez	Los Grandes Exitos	2118	3118
George Jones	Walk Through This World With Me	2119	3119
Chano Scotty	The New Sound Of Chano Scotty	2120	3120
Los Hispanos	Te Amo	2121	3121
Orquesta Bway	Todas Bailan	2122	3122
Los Montemar Quartet	Aqui Estan Los Montemar	2123	3123
George Jones	Cup Of Loneliness	2124	3124
The Platters	Going Back To Detroit	2125	3125

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TOP 100 LABELS

ABC Paramount	53, 82, 95		Laurie	20	
Abnak	48		Liberty	33, 42	
A&M	60, 63		London	2	
Atco	14, 18, 57		Mercury	21, 44, 64, 73, 94	
Bang	28		MGM	7, 39, 72, 86	
Brunswick	68, 99		Motown	38	
Cadet	76, 81		Musicor	8, 62	
Capitol	1, 13, 25, 43, 46, 50		New Voice	4	
Centar	58		Parrot	59	
Challenge	88		Philips	36, 77	
Colgems	31		RCA Victor	9, 37	
Columbia	23, 71, 87, 98		Reprise	49, 52, 65	
Date	41		Roulette	22	
Dial	74		Scepter	97	
Diamond	47, 96		Smash	26, 83	
Dionn	70		Soul	35, 89	
Dunhill	10, 54, 85		Soul City	27	
Epic	12, 75, 92		Stax	56	
Fame	84		Tamla	16, 45, 51, 55	
Fraternity	5		UNI	91	
Galaxy	78		United Artists	19, 93	
GNP	69		U.S.A.	11, 67	
Gordy	30		Valiant	66	
Imperial	6, 90		Wand	79	
Kama Sutra	15, 80, 100		Warner Bros.	24, 32	
Kapp	34		White Whale	3	
King	61				

Franz Waxman Dies

LOS ANGELES — Franz Waxman, a composer and conductor who won Oscars for two movie scores, died of cancer on Feb. 24 in Mount Sinai Hospital at the age of 60.

Waxman received his Motion Picture Academy Awards for the scores of "Sunset Boulevard" in 1950 and "A Place In The Sun" in 1951. He also wrote the music for "Sayonara," "Rebecca," "Peyton Place," "The Nun's Story," and 200 other movies.

He was a founder of the Los Angeles Music Festival in 1947 and its director for two decades, giving American and West Coast premieres of major compositions.

He conducted major orchestras in the U.S., Israel and Europe.

Waxman came to Hollywood in 1934. There he studied with Arnold Schoenberg and began to compose for the movies. He worked for MGM, Warner Bros., Paramount and 20th Century-Fox.

He is surved by a son, John Waxman of New York, and a sister, Frieda Karliner of Los Angeles.

'N' ALL THAT JAZZ—Jazz pianist Bill Evans (left) is shown shaking hands with MGM/Verve Records prexy Mort Nasatir after renewing his contract with the label. A Grammy Award winner a few years ago, he has been actively engaged in club and concert work. His current Verve release is "A Simple Matter Of Conviction," which also features Shelley Manne and Eddie Gomez. Shown looking on is his manager Helen Keane.

Nelson Eddy Dies

NEW YORK—Nelson Eddy, handsome, rich-voiced film box-office draw in the 1930's, died last week (6) at the age of 66 after being stricken during a performance at the Sans Souci Hotel in Miami Beach. Teamed with the late Jeannette McDonald, Eddy made operetta pay-off on the screen as the lead in such productions as "Naughty Marietta," "New Moon" and "Rose Marie." There were eight Eddy- McDonald films, the last of which was a film version of the Rodgers & Hart stage hit, "I Married an Angel," in 1942. For the past 14 years, the Rhode Island-born performer played the night-club circuit with Gale Sherwood. Jeannette McDonald died in 1965.

Interestingly, while film operettas have long been out of fashion, a stereo-age re-creation of Eddy-McDonald duets on the RCA Victor label was recently certified as a gold record seller ($1 million or more in sales) by the RIAA. In the early 40's, Eddy recorded for Columbia Records. One of his most favored readings was that of "Short'nin Bread."

Surviving Eddy is his wife, the former Ann Franklin.

'Carousel' TV Special LP Readied For Release

NEW YORK — The Armstrong Cork Company in conjunction with Columbia Records will issue a special "premium" LP cast for its 90-minute color special "Carousel" airing on ABC-TV, May 7.

The cast album features the voices of Robert Goulet, Marlyn Mason, Pernell Roberts, Patricia Neway, Marge Redmond, Jack DeLon and Mary Grover. Irving Townsend is overseeing the project for Columbia Records. It is expected that the album will be ready for release shortly.

Weiss' Mother Dies

NEW YORK—Rachel Weiss, mother of Hy, Sam and George Weiss, music business tradesters, died last week (7) in the Bronx.

Newport Elects Officers, Plans '67 Folk Fete

NEW YORK—At the annual meeting of the trustees and officers of the Newport Folk Foundation, Ethel Rain Dunson, Bruce Jackson, Jim Rooney and Frank Warner were chosen to replace Alan Lomax, Mike Seeger, Ralph Rinzler and Peter Yarrow as members of the board of directors. Judy Collins, Oscar Brand and Julius Lester will remain on the board to complete their terms.

The board recently announced plans for an expanded 1967 Newport Folk Festival, July 10 through 16. Keeping the Wednesday daytime Children's Day which was a 1966 addition, the board has also added a Monday evening and Tuesday morning and afternoon devoted to international and American square dancing, and a Tuesday evening of story-telling, tall tales, jokes and anecdotes, a part of American folklore that has not been presented at Newport before. An expanded program of demonstrations of traditional crafts will be held Wednesday through Sunday.

The four large evening concerts will take place July 13 through 16. The Thursday evening concert will present a variety of urban and traditional country singers and musicians in "Tropical Songs From Colonial Times to the Present". Friday evening will be devoted to the music of New York City. Turkish dance music, the music of Galician and Bāsque Spaniards, Negro gospel music, a Chinese New Year dragon and noise makers, a puppet show with 16 foot high puppets are some of the features of this program.

Blues will be paired with country music old and new on Saturday evening's program. The Sunday closing program will feature various groups of singers and musicians, as in the past. A concert of religious music will be held at 11 A.M., and the afternoon will be devoted to the increasing number of contemporary song-writers who perform their own material.

Composers' Collaborative Opens New York Offices

NEW YORK—The Composers' Collaborative, Ltd., a new organization designed to offer advertising agencies and filmmakers a fresh supply of creative musical talent as well as complete production supervision, has opened offices at 161 West 54th Street, New York City.

The Collaborative is an association of writers, arrangers and producers, all of whom are already involved in creating music for records, films, theatre and TV. Headed up by Norman Schwartz, Emile Charlap and Gary McFarland, as business, production and creative directors respectively, the group includes composer-arranger Al Cohn and Larry Wilcox.

Already completed TV commercials with music by the Collaborative include those for the N. Y. World Journal, Hertz and Noxema.

At present, pointed out Charlap, most agencies have the choice of giving their music assignments to one of the large organizations whose staff includes both "house writers" and technicians. Or they can give the assignment to an independent writer-arranger and take on themselves the details of production.

The latter system has the advantage of producing fresher, higher-quality music than the first. It has the disadvantage of burdening the agency with time-consuming technical arrangements for which they are not necessarily equipped.

Composers' Collaborative believes it can bridge this gap between "too big" and "too small" by having both a creative membership and the facilities for lifting all the tedious production details of payroll, studio rental, and recording licenses from the agency.

ON EPIC NOW—Epic Records has signed a new rock group called Don & the Goodtimes. The quintet's debut single, "I Could Be So Good To You," is scheduled for shipment this week. The group was recently signed as a regular act for the Dick Clark ABC TV'er, "Where The Action Is," and an extensive tour of the United States with the Dick Clark Caravan is being planned for the near future.

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b/w
I'VE WAITED SO LONG
MILDRED WOODARD
EXCELLO 2283

HOLD BACK
b/w
DON'T MAKE ME LOOK SO BAD
FREDDIE NORTH
A-BET 9418

TALK TO ME
b/w
GOT TO GET USED TO YOU
THE AVONS
A-BET 9419

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the
BRITISH WALKERS
ARE COMING
AND THE WHOLE WORLD WILL?

COUNTRY ROUND UP

Looks like the "Bubble-man," Lawrence Welk may turn into a leading exponent of country music, as a result of his new trend in guest stars Connie Smith has recently been back for her second appearance with the maestro in a couple of months, and Sonny James has just been signed up to make his first appearance on the syndicated show. Sonny will tape the show late this month and the segment is scheduled to be aired coast-to-coast on April 15.

An itinerant horseman, Carl Smith is no longer dependent on the weatherman's whims in order to enjoy his equestrian activities, what with the addition of an indoor all-weather riding arena to his 350-acre ranch near Franklin, Tenn. The huge enclosure (which he claims is "a Christmas present to himself") includes eight stalls for registered quarter horses, paneled feed room, a glass-enclosed spectator area, a shower area for the horses, a combination trophy-track room and rest room facilities. And New York thinks it has something in Madison Square Garden!!

Cliffie Stone has announced the signing of Bobby Austin to an exclusive management and booking contract. Bobby, who led the pack with his Tally version of "Apartment #9," has signed up with Capitol, where he just released "Cupid's Last Arrow" b/w "Mary's Merry-Go-Round." He also has an album coming out shortly. . . . Further word from Stone concerns sessions he just cut on Johnny Booth for the new MCA label on the West Coast. The session, called "I Think I Can" b/w "Wishful Thinking," is due for immediate release. Cliffie, who is the A&R chief for Uni Records, is currently on the lookout for country masters and artists.

Have you ever wondered how to get an invitation to dinner at the White House? Well, lately it seems that Gerry Purcell seems to have some sort of formula for getting his clients booked into the prized chow session. Just a few weeks ago it was Al Hirt and his wife, Mary, who were guests of the President, and on Valentine's day it was the charmer himself, Eddy Arnold, who graced the LBJ mess hall. It looks like Purcell has another invite lined up for Fannie Flag, a comedienne whose act includes an imitation of Lady Bird.

There's no doubt that the Orient is like malaria—once it's in your blood it's hard to shake it. Just ask Hank Snow. Hank barely had time to unpack his bag from the last trip before beginning a return bout. Dates for the latest tour, which began on Mar. 1, cover concert and TV appearances in Japan, Okinawa, Taiwan and the Philippines, and were set up by One Niters, Inc., through the Moeller Talent stable, which handles Hank. Don't know what the big attraction is —he must just like the water. . . . In recent months, One Niters has been expanding its domestic operations in order to encompass foreign markets, with negotiations currently under way to send artists to Europe and South America, as well as the Far East.

By the time Charlie Walker and Judy Lynn had finished the last performance at the San Antonio Rodeo & Stock Show on Feb. 19, the pair had broken all attendance records in this history of the show, which we hear is ranked No. 5 in all the 50 states. Despite wet weather, the final day's performance drew over 45,000 people, knocking out the 1966 record by 2,730, and was the second consecutive time that the total attendance topped the 300,000 mark. Ten of the rodeo's 15 performances were greeted with SRO audiences, with a total of 125,058 people turning out for the 15 shows. Charlie Walker's appearance was arranged through the Billy Deaton setup in San Antonio.

THAT'S MY BOY — TV comedian Jackie Gleason proudly points to Tiger Buck Owens during the latter's guest taping for the weekly syndicated Gleason TVer in Miami. Taped in Oct., the Owens segment was finally aired (after several delays) last week (11).

Owens recently set a new record for a country show at the Fresno Convention Center when he and his American Music Show pulled in a $10,000 gate. The show, which was the first for the Owens crew at the center, was emceed by deejays from San Joaquin Valley stations KOAD, KEAP, KFRE and KGEN.

Recently we ran a review from Hollywood on a 'live' show by Lester Flatt & Earl Scruggs, and more recently we ran a small correction article, which said that the review "should have named another act, Hearts & Flowers, in the headline." This notice was evidently cause for concern for Mrs. Earl Scruggs, who sent us quite a few clippings showing that Flatt & Scruggs were the headliners We're sorry for the confusion, Mrs. Scruggs, what we meant was that the Hearts & Flowers should have been mentioned in the headline of the Cash Box review. The true headliners of the show were, of course, Messrs. Flatt & Scruggs.

One of the latest countrified gimmicks from Thurston Moore's Heather Enterprises is a little gadget which he calls the "Staroscope." The Staroscope is a wheel which contains photos, facts and information on 45 country stars, which can be sold by stations to country fans. Those outlets interested can contact the Heather setup at 3285 S. Wadsworth Blvd., Denver, Colo. 80227.

Stonewall Jackson and the Minute Men left Nashville on Jan. 19 for a road trip that was to keep them out until Feb. 14. (During his absence, his son, Turp, was heard asking, "Will daddy be old and gray and have wrinkles when he gets back?") After a four-day rest, the crew were back on the road until Feb. 26, when they returned for Nashville sessions on Feb. 28 and Mar. 1. Not much time to sit around, though. The boys are now on the road out Texas way.

WJJD-Chicago has announced that it will expand its country broadcasting time till 2:00 A.M., effective immediately. Announcement was made by station manager George Dubinetz in conjunction with the station's recently-celebrated second anniversary of country broadcasting. In a further announcement, operations director Chris Lane stated that Chuck Rowell has joined the outlet's deejay staff. . . . KOOO-Omaha has inaugurated a Top 30 format ("K-Triple-Ten"), to be programmed by newly appointed operations director Frank Lee. Station claims to rank third in the Omaha market. . . . KJOE-Shreveport has been recording at least an hour of its broadcasting each day for mailing to members of the Armed Forces in Viet Nam who hail from the Shreveport Metropolitan area. Each tape is specifically personalized for each serviceman, with comments from friends, family and local mayors. Cost of the operation is undertaken by the station. . . . The first Country Jubilee of 1967 by WQSN-Charleston was a roaring success, with a packed house on hand to see Porter Wagoner, Norma Jean, Little Jimmy Dickens & the Country Boys, Wilma Lee & Stoney Cooper with the Clinch Mountain Clan, Vernon Oxford and Roger Hopkins. Emcee chores were handled by WQSN airmen. The station is planning its first anniversary celebration (Mar. 21), with contests, guest stars and a wrap-up Second Country Jubilee show set for Apr. 2 The show will feature Don Gibson, David Houston, Jim & Jesse and the Virginia Boys, Jack Green and Melba Montgomery. The station welcomes Gus Thomas as its newest deejay and also as its promotions manager. . . . KBUB-Sparks has shot up in just over a year to the number three spot in the Sparks-Reno area, but president Lisle Sheldon says he needs more and better service from record companies. The station would also like to get postcard-sized pictures of artists as giveaways in conjunction with the plugging of the artists' records. . . . KGBS is partially censoring the new Jimmy Dickens record, "Country Music Lover," by inserting the well-known razor commercial's "coo-coo" sound for the word "commode" in the line that refers to Johnny Cash as being "money kept in a commode." The station claims that the listeners have accepted the partial censorship, but Columbia Records is trying to have the original word reinstated. . . . Bob Jennings up at WBZA-Glens Falls, tells us that the station will be going FM around the beginning of April. As part of the new format, country music will be aired from midnight till 7 A.M. and till noon on Saturdays. The station, which will become one of the few FM outlets broadcasting country sounds, is anticipating a desparate need for disks, especially album oldies. . . . On Feb. 25, WPLO-Atlanta staged a sell-out jamboree (over 1000 turned away) at the local City Auditorium with a program featuring Don Gibson, Connie Smith, Ferlin Husky, Simon Crum and David Houston, and WPLO emcees John Fox, Rick Fight, Mac Curtis, Johnny "K," Chuck Kirk and program director Red Jones. During the show a special presentation of the station's First Annual Country Artist of the Year Award was made to Bill Anderson, who made a surprise appearance to accept the award. (The surprise was on Bill, though, when some of his Po Boys turned up to back him on a few songs.) On the previous day, Bill was also in town for special legislative ceremonies which included (1) a Privileged Resolution introduced by Georgia State Representative Kent Dickinson to honor Bill. (2) The first Georgia State Senate Passport of the year being issued to the songster. The Senate resolution was introduced by Senators Hill, Minish, Lee and Miller, and was unanimously passed. (3) Bill's being named lieutenant colonel on the Governor's staff by Governor Lester Maddox.

Jim, Bonnie and Maxine Brown have recently concluded some new LP sessions, aimed at the religious field. The album, the group's second gospel venture, is due out sometime early in summer.

WELL DONE!—KIKK Radio, Houston, Texas, was the first country station in the Texas-Oklahoma area to chart Jack Greene's smash Decca recording of "There Goes My Everything." To mark the fact that the record was #1 for 17 straight weeks on the station's charts, Decca flew Greene into the territory to present KIKK an award. Pictured above (from left to right) are: Decca representative Jim Cummings; Greene; KIKK program director Bill Baily; and KIKK air personality Bill Malone.

A GREAT NEW LP!

JOHNNY WRIGHT'S

"COUNTRY MUSIC SPECIAL"

DECCA DL 4770

From the voice of "High Noon"...

a great new single,

JUST BEYOND THE MOON

b/w Greedy Old
Dog / 5839

and an album of C&W classics!

Jeremy Slate's "Just Beyond The Moon" is one of the best to come Tex Ritter's way in many a high noon. You'll also like Cy Cohen's "Greedy Old Dog," a novelty number based on one of Aesop's Fables. Top this off with an album of all-time greats by the elder-statesman of Country & Western music— and you've got entertainment, friend.

"Just Beyond the Moon" published by Central Songs, Inc.
Personal management : Acuff-Rose.

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Come to
STONEMANS' COUNTRY!

E/SE-4363

The hottest new country album in the country is on

MGM RECORDS

MGM Records is a division of Metro-Goldwyn- Mayer Inc.

Cash Box COUNTRY LP REVIEWS

JIMMY DEAN IS HERE!—Jimmy Dean—RCA Victor LPM/LSP 3727

Jimmy Dean's first RCA Victor single, "Stand Beside Me," was a big hit for him, and his first RCA Victor LP stands a good chance of becoming an equally popular item. In addition to "Stand Beside Me," the set includes "There Goes My Last Reason For Living," "You Only Think Of Me," "I'll Never Stand In Your Way," and others. Watch this one move.

THE COUNTRY ALBUM—Carter Family—Columbia CL 2617/CS 9417

Done in their famous grass roots style, the Carter Family's latest LP should be a welcome addition to many a country record shelf. Included in the set are "While The World Goes Whizzin' By," "I'm So Lonesome I Could Cry," "These Boots Are Made For Walkin," and a tune that Johnny Cash (an honorary member of the Carter Family), made famous, "I Walk The Line." Looks good.

PATSY CLINE'S GREATEST HITS—Decca DL 4854/74854

One of countryland's all-time favorite female vocalists, the late Patsy Cline is represented here with a package that's certain to score a bull's-eye with her legions of fans. The LP features the tunes most closely associated with Patsy, including "Walking After Midnight," "Crazy" and "I Fall To Pieces," among others. This one should prove to be steady catalog.

TRUCK DRIVIN' FOOL—Red Simpson—Capitol T/ST 2691

Favored for his songs of the road, Red Simpson here offers a set that vividly portrays the hard but richly varied life of the truck driver. Leading off the package with his recent noisemaker, "Diesel Smoke, Dangerous Curves," Red goes on to sing eleven other potent tracks including such while-back hits as "A Tombstone Every Mile," and the title tune, "Truck Drivin' Fool." Should do nicely.

A HURTIN' MAN—Freddie Hart & Heart Beats—Kapp KL 1513/KS 3513

Broken love is the subject of this haunting new album by Freddie Hart and the Heart Beats. Included in the set are such well-known country tunes as "Misty Blue," "How Long Has It Been," "There Goes My Everything," and others. Hart really puts a lot of feeling into this package, and it could generate chart action for him.

THE SONS OF THE PIONEERS SING CAMPFIRE FAVORITES—Sons of the Pioneers—RCA Victor LPM/LSP 3714

This imaginative new LP by the Sons of the Pioneers does a good job of recreating the atmosphere that surrounds a western campfire. Among the numbers on the set are "That Lucky Old Sun," "Leanin' On The Ole Top Rail," "When It's Springtime In The Rockies," and "Somewhere In Old Wyoming." Could be a big winner here.

THE COUNTRY-GOSPEL STYLE OF JOEL & LA BREESKA—Joel & LaBreeska Hemphill—Canaan CA-4634-LP

Joel Hemphill penned most of the numbers on this sincere, hope-filled gospel set. Included in the selections are "He Filled A Longing," "I Wouldn't Take Nothing For My Journey," "It Might As Well Be Me." and "There's Been A Lot Of Changes." Watch this one. It could become a top-selling item in the gospel marketplace.

K-Ark Makes Expansion Moves

NASHVILLE—K-Ark Records owner and president John Capps, has informed Cash Box that the firm has just completed overall expansion program, which has been in effect since the beginning of the year.

In recent months, K-Ark has signed several new names to the roster, including Bobby Barnett, Curtis Wayne and Georgia Rae. Barnett, who formerly recorded for both the Sims and Presta labels, has been signed to a longterm contract with the label, and is scheduled to have his first deck released this week. Wayne, a former Musicor recording artist, is also a writer of note, having penned the oft-recorded "Love Bug." and "Stranger In My Arms," recently cut by brother K-Ark songster, Benny Benfield.

Georgia Rae, whose first K-Ark outing. "At War With The Blues," was a chart noisemaker, has just released her latest deck, "The Artist." Miss Rae recently signed with the Jimmy Klein agency for bookings.

In addition to signing new artists, the firm is also expanding in the publishing area with the establishment of an ASCAP pubbery called Fairdealing Music. Further moves see Hoyle Miller moving in as Capp's assistant in screening new talent and material, as well as in the A&R department. He will also control all promotion for the label, supervising the activities of Harold Lindley of Wareshoals, S.C. and John (Chuck) Detterline of Coatsville, Pa.

Further deals have been made which will see all K-Ark releases and publishing activities handled in Germany by Paul C.R. Arends Verlag, while the Stateside operation of Stringtown Music (BMI) will be handled by D. J. Fontana.

Preparations are also in the works to open a one-stop, which will handle indie record labels, and will make records available to the consumer located within a 500-mile radius of the setup. Location of the one-stop has not been announced.

Acuff-Rose Inks Pact With Subar

NASHVILLE—Continuing to step up its activity overseas, Acuff-Rose Publications has just signed a collection agreement with the Subar Music Publishing Co. in Israel.

Subar, located in Ramath Hasharon, is headed by Dr. Ofira Bar-Elan. Terms of the new arrangement include an option to publish Acuff-Rose material in Israel, as well as the appointment of Subar as collection agent on performances of all Acuff-Rose songs in that country.

FOR LONG WITH LONG—These two Hubert Long Talent Agency signees have things going for them these days. Blond Tammy Wynette (l.), a transplanted Mississippian, is being acclaimed as one of the year's top femme finds especially in the light of her Epic waxing of "Apartment #9." Tammy is also a writer. Hank Mills is topping his writing career with his debut Decca offering, "Happy, Happy Songs"/"A Stitch In The Hand."

America's favorite Country Music is on RCA VICTOR

The most trusted name in sound

new albums for March

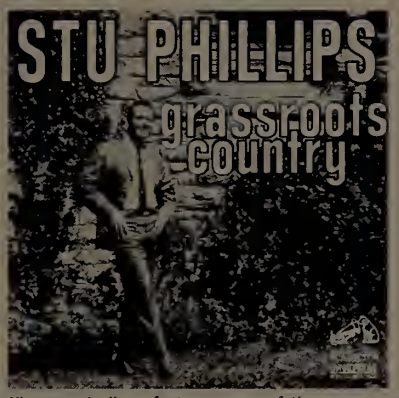
Songs from around the world as Chet plays "January in Bombay," "Et Maintenant (What Now My Love)," "Sempre," "What'd I Say," "A Taste of Honey," "Ranjana," 6 more. LPM/LSP-3728

His first RCA Victor album. 12 old and new hits should put this one over big! "Stand Beside Me," "If the Whole World Stopped Lovin'," "My Way of Life," "Your Country Boy." LPM/LSP-3727

New breed in country music does hits of Harlan Howard. "The Everglades," "She Called Me Baby," "Busted," "Heartaches by the Number," "Tiger by the Tail," "Foolin' 'Round." LPM/LSP-3660

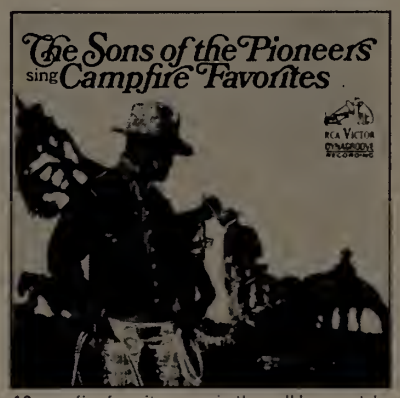
Her birthday present for Porter Wagoner. She sings 12 of his greatest hits. "Dooley," "Company's Comin'," "A Satisfied Mind," "Howdy Neighbor, Howdy," "Your Old Love Letters." LPM/LSP-3700

New concept features a chamber music approach to country songs. "I'm Movin' On," "The Three Bells," "Sweet Dreams," "Four Walls," "Oh, Lonesome Me," "Bonaparte's Retreat." LPM/LSP-3767



His second album features more of those warm, down home songs. "Green, Green Grass of Home," "Through the Night," "The Last Thing on My Mind," "Guess Things Happen That Way." LPM/LSP-3717

New talent on the Nashville scene explodes with 12 great numbers. "Guitar Man," "It Don't Work That Way," "I Feel for You," "U.S. Male," "Long Gone," "Love Man," "Woman Shy." LPM/LSP-3756



12 campfire favorites sung in the well-known style of this great group. "That Lucky Old Sun," "Don't Fence Me In," "Leanin' on the Ole Top Rail," "Moonlight on the Colorado." LPM/LSP-3714

Hank Snow goes Hawaiian in an album that should please his many fans. He does "Hula Love," "Beyond the Reef," "Trade Winds," "Blue for Old Hawaii," "Oahu Rose." LPM/LSP-3737

The best in gospel music in a powerhouse package that features songs like "Ten Thousand Angels," "Satisfied," "This Train," "May God be With You," "I Asked the Lord." LPM LSP-3721

East Meets West(ern)

When Buck Owens and his trusty Buckaroos sashayed Westward toward the Far East (somehow it just doesn't sound right), proof positive that he found that country music is not hampered by such minor trivialities as language, custom or philosophical differences. (What could be more separated from a Bakersfield bronco than a Tokyo rickshaw driver??). In the top photo, they are seen arriving at Tokyo International Airport where the gang (left to right—Capitol A&R exec Ken Nelson; an unidentified Japanese talent exec; a partially concealed Gen. Jack McFadden; Buck; Willie Cantu and Tom Brumley) is greeted with flowers and the full red carpet treatment. Of course, there is the inevitable press conference, with the second photo showing a Japanese interpreter (left); Buckaroos Cantu and Don Rich; Buck and Wayne Wilson. After the workouts on stage, the boys take time out for recreation as the boys do some pickin' on a Japanese sami-san for the benefit of a local hillbilly. In the final photo, McFadden decides that no trip to the Orient is complete without a traditional chopstick meal. Unfortunately, being unable to manipulate the tricky sticks, McFadden was forced to do it the easy way.

Starday To Cover Canada Through Columbia Deal

NASHVILLE — Starday owner Don Pierce announced recently that exclusive distribution for his label throughout Canada will be handled by Columbia Records of Canada, Ltd., headed up by Robert Pampe. Included in the same deal will be Starday subsidiary labels, Nashville, Hollywood and Look, all of which were previously handled by Sparton of Canada. The deal is a 3-year contract bearing an accelerated program which is designed to boost the American label into a prominent position in the Canadian country market.

Pampe, vp and managing director of the Canadian outfit, asserted that his firm feels that the Canadian market will expand rapidly, and will more than keep pace with the market in the States, particularly in regards to the country area, which has consistently been strong north of the border.

Under the new deal, Columbia will release Starday product simultaneously with its release here, with the first releases under the new pact being Red Sovine's "I Didn't Jump The Fence" and the Willis Brothers' "Bob," both of which are already firmly entrenched on the American charts.

The initial release of album product will feature 30 Starday "Cream Of The Crop" LP's and 20 sets from the budget-priced Nashville line. According to an estimate from Pampe, Columbia will have over 100 Starday albums on the Canadian market by Spring.

Operational and merchandising plans to kick off the American product in Canada are currently being mapped out by Columbia marketing chief Fred Wilmot and Col. Jim Wilson, who handles similar duties at Starday. All advertising, reviews, promotion and consumer point of sale merchandising techniques will be coordinated for the most effective market "coverage."

Little Darlin' Moves

NASHVILLE — Little Darlin' Records has moved into larger quarters at 101 W. 55th St., Suite 1-E, New York, N.Y. 10019. This move is a part of Little Darlin's separation from Audio Fidelity Records, which has been a distributor for the label since its beginning in April 1966.

According to its president, Aubrey Mayhew, Little Darlin' has now grown large enough to function on its own, independent of any other label for distribution.

The Little Darlin' distributors will remain the same.

The permanent headquarters for Little Darlin' Records is 802 18th Avenue South, Nashville, Tennessee 32703, but all correspondence should be addressed to the new office in New York.

Cash Box COUNTRY TOP 50

		Pos. Last Week
1	**LOSER'S CATHEDRAL** *(Al Gallico—BMI)* *David Houston (Epic 10102)*	2
2	**WHERE DOES THE GOOD TIMES GO** *(Blue Book—BMI)* *Buck Owens (Capitol S811)*	1
3	**I'M A LONESOME FUGITIVE** *(Four Star—BMI)* *Merle Haggard (Capitol 5803)*	3
4	**I WON'T COME IN WHILE HE'S THERE** *(Metric, Terran—BMI)* *Jim Reeves (RCA Victor 9057)*	6
5	**COLD HARD FACTS OF LIFE** *(Stallion—BMI)* *Porter Wagoner (RCA Victor 9067)*	8
6	**GET WHILE THE GETTIN'S GOOD** *(Stallion—BMI)* *Bill Anderson (Decca 32077)*	7
7	**THERE GOES MY EVERYTHING** *(Husky, Bluecrest—BMI)* *Jack Greene (Decca 32023)*	5
8	**GREEN RIVER** *(Wilderness—BMI)* *Waylon Jennings (RCA Victor 9025)*	9
9	**WALK THROUGH THIS WORLD** *(Glad Music—BMI)* *George Jones (Musicor 1226)*	10
10	**LONELY AGAIN** *(Four Star—BMI)* *Eddy Arnold (RCA Victor 9080)*	13
11	**STAMP OUT LONELINESS** *(Four Star Sales—BMI)* *Stonewall Jackson (Columbia 43966)*	18
12	**DON'T COME HOME A-DRINKIN' (With Lovin' On Your Mind)** *(Sure Fire—BMI)* *Loretta Lynn (Decca 3204S)*	4
13	**URGE FOR GOING** *(Gandalf—BMI)* *George Hamilton IV (RCA Victor 9059)*	15
14	**DUMB BLONDE** *(Tree—BMI)* *Dolly Parton (Monument 982)*	19
15	**OH! WOMAN** *(Stuckey—BMI)* *Nat Stuckey (Paula 257)*	14
16	**HAPPY TRACKS** *(Pamper—BMI)* *Kenny Price (Boone 1051)*	11
17	**FUEL TO THE FLAME** *(Camphor—BMI)* *Skeeter Davis (RCA Victor 9058)*	25
18	**I NEVER HAD THE ONE I WANTED** *(Vanjo—BMI)* *Claude Gray (Decca 32029)*	12
19	**SWEET MISERY** *(Cedarwood—BMI)* *Jimmy Dean (RCA Victor 9091)*	23
20	**ALL OF ME BELONGS TO YOU** *(Blue Book—BMI)* *Dick Curless (Tower 306)*	24
21	**DRIFTING APART** *(Poge Boy—SESAC)* *Warner Mack (Decca 32082)*	22
22	**NEED YOU** *(Bibo—ASCAP)* *Sonny James (Capitol S833)*	35
23	**WORDS I'M GONNA HAVE TO EAT** *(4-Star—BMI)* *Bill Philips (Decca 32074)*	28
24	**I COME HOME A-DRINKIN'** *(Sure-Fire—BMI)* *Jack Webb (Decca 32087)*	27
25	**I DIDN'T JUMP THE FENCE** *(Southtown—BMI)* *Red Sovine (Starday 794)*	26
26	**FLY BUTTERFLY, FLY** *(Moriposa—BMI)* *Marty Robbins (Columbia 4384S)*	36
27	**YOU CAN HAVE HER** *(Harvard, Big Billy—BMI)* *Jim Edward Brown (RCA Victor 9077)*	31
28	**HEART, WE DID ALL WE COULD** *(Central Songs—BMI)* *Jean Shepard (Capitol 5822)*	32
29	**THE REAL THING** *(New Keys—BMI)* *Billy Grammer (Epic 10103)*	29
30	**LOVE MAKES THE WORLD GO ROUND** *(Wells—BMI)* *Kitty Wells (Decca 32088)*	33
31	**GONE ON THE OTHER HAND** *(Jack Music—BMI)* *Tompall & Glaser Bros. (MGM 3611)*	20
32	**TEARS WILL BE THE CHASER FOR YOUR WINE** *(Tree—BMI)* *Wanda Jackson (Capitol)*	21
33	**MY KIND OF LOVE** *(Vector—BMI)* *Dave Dudley (Mercury 72655)*	39
34	**HE'S GOT A WAY WITH WOMEN** *(Texama—BMI)* *Hank Thompson (Warner Bros. S886)*	37
35	**ONCE** *(Harbor—SESAC)* *Ferlin Husky (Capitol 5775)*	16
36	**BOB** *(Jack—BMI)* *Willis Brothers (Starday 796)*	41
37	**HURT HER ONCE FOR ME** *(Blue Fire—BMI)* *Wilburn Bros. (Decca 32038)*	17
38	**YOUR HANDS** *(Yonah—BMI)* *Johnny Dollar (Dot 16990)*	40
39	**LIFE TURNED HER THAT WAY** *(Wilderness—BMI)* *Mel Tillis (Kapp 804)*	42
40	**JACKSON** *(Bexhill Quartete—ASCAP)* *Johnny Cash & June Carter (Columbia 4011)*	46
41	**DON'T PUT YOUR HANDS ON ME** *(Navavhominjo—BMI)* *Lorene Mann (RCA Victor 9045)*	38
42	**DROPPING OUT OF SIGHT** *(Newkeys—BMI)* *Jimmy Newman (Decca 32067)*	34
43	**NO TEARS MILADY** *(Majane-Noma—BMI)* *Marty Robbins (Columbia 4384S)*	48
44	**COCKFIGHT** *(Ly Rann—BMI)* *Archie Campbell (RCA Victor 9081)*	47
45	**THE ONLY THING I WANT** *(Sure Fire—BMI)* *Cal Smith (Kapp 788)*	43
46	**THE TOWN THAT NEVER SLEEPS** *(Tree—BMI)* *Charlie Walker (Epic 10118)*	44
47	**BLAME IT ON MY DO WRONG** *(Blue Crest—BMI)* *Del Reeves (United Artists 50128)*	—
48	**YOUR GOOD GIRL'S GONNA GO BAD** *(Al Gallico—BMI)* *Tammy Wynette (Epic 10134)*	—
49	**ALL OF ME BELONGS TO YOU** *(Blue Book—BMI)* *Hank Cochran (Monument 994)*	49
50	**YOU GOT ME CRYIN'** *(Lucky 11—BMI)* *Chuck Slaughter (Lucky 11 234)*	50

51	**CHARLESTON RAILROAD TAVERN** Bobby Bare (RCA Victor 9098)
52	**IT'S SUCH A PRETTY WORLD TODAY** Wynn Stewart (Capitol 581)
53	**BUT WAIT, THERE'S MORE** Justin Tubb (RCA Victor 9052)
54	**TWO OF THE USUAL** Bobby Lewis (United Artists 5039)
55	**GEAR BUSTIN' SORT OF FELLER** Bobby Braddock (MGM 13658)
56	**I DON'T WANT TO BE WITH YOU** Conway Twitty (Decca 3208)
57	**COUNTRY MUSIC LOVER** Little Jimmy Dickens (Columbia 44025)
58	**HARDLY ANYMORE** Bob Luman (Hickory 1430)
59	**WALKER'S WOODS** Ed Bruce (RCA Victor 9044)
60	**GREAT MEN REPEAT THEMSELVES** Ben Colder (MGM K 13668)

A COUNTRY CLASSIC

"ANYTHING YOUR HEART DESIRES"

(Monument 997)

BILLY WALKER

Just Released

"THE WALKER WAY"

Monument MLP8072/SLP18072

BILLY WALKER IS ANOTHER REASON WHY MONUMENT IS ARTISTRY

COUNTRY REVIEWS

B+ very good
B good
C+ fair
C mediocre

THE CASH BOX BULLSEYE

SAM'S PLACE (1:59) [Blue Book, BMI—Owens, Simpson]

DON'T EVER TELL ME GOODBYE (2:31) [Blue Book, BMI—Owens, Simpson]

BUCK OWENS (Capitol 5865)

The Tiger roars once again and the buyers are bound to sit up and take notice, as usual. Dubbing this one "Sam's Place," Buck uncorks a thunkin' goodie that may cross into the pop market. Watch out on top. "Don't Ever Tell Me Goodbye" is a twangy weeper.

MENTAL REVENGE (2:20) [Cedarwood, BMI—Tillis]

BORN TO LOVE YOU (2:30) [Wilderness, BMI—Starr]

WAYLON JENNINGS (RCA Victor 9146)

In the light of his current popularity, Waylon Jennings should do big things with "Mental Revenge." The funky, folk-ish ditty may carry a good many buyers. "Born To Love You" is a real slow-paced ballad, done up in Waylon's winning fashion.

JUKEBOX CHARLIE (2:20) [Mayhew, BMI—Paycheck, Mayhew]

SOMETHING IN YOUR WORLD (2:53) [Mayhew, BMI—Mathis]

JOHNNY PAYCHECK (Little Darlin' 0020)

The Paycheck did nicely with "Motel Time Again" and should go just as well with "Juke Box Charlie." This newie is a strong, wild-sounding session sure to garner plenty of coin. "Something In Your World" is a slowed-down tear-tugger.

CONSCIENCE KEEP AN EYE ON ME (2:35) [Piccolo, BMI—Goza, Rhodes]

STILL (2:54) [Moss, Rose, BMI—Anderson]

NORMA JEAN (RCA Victor 9147)

Norma Jean follows up her "Don't Let That Doorknob Hit You" with an appealing updating of "Conscience Keep An Eye On Me Tonight." This one is a woes-drenched tale of a gal with little sales resistance. Undercut, "Still," is a plaintive tear-tugger.

BUD LOGAN (RCA Victor 9131)

● BRAVE NEW WORLD (2:10) [Pamper, BMI—Rollins] Bud Logan of the Blue Boys does a nice solo on this easy-paced weeper. Could be chart action in store for the crew.

(B+) RUM DUM (1:59) [Acclaim, BMI—Jackson] The Blue Boys go the group route on the instrumental flip.

JIMMY DOYLE (Cathay 1154)

● MAR SUE ANN (2:15) [Monte Verde, BMI—Doyle, Tuck] Here's a cute, sprightly session by Jimmy Doyle that may prove to be a winner with deejays and buyers. An attractive novelty item.

(B+) THAT'S WHY I CALLED (2:50) [Monte Verde, BMI—Doyle, Tuck] Change of pace to a tear-stained ballad.

GEORGIA RAE (K-Ark 728)

● THE ARTIST [Stringtown, BMI—Barfield] Lilting, poetic ballad could do good things for Georgia Rae. Give it a careful listen.

(B+) LET'S PRETEND [Stringtown, BMI—Jones] Haunting, heart-throbbing moaner over here.

CHERYL POOL (Paula 263)

● HIS WIFE (2:28) [Stuckey, BMI — Harper] Heavy sales and airplay might well be in the cards for this poignant, emotion-filled woeser by Cheryl Pool. Keep an eye on it.

(B+) HEART TROUBLE (2:48) [Stuckey, BMI—Pool] Sorrowful but spirited finger-snapper on the flip.

MACK ALLEN SMITH (Jab 9001)

● NOT STRONG ENOUGH (2:45) [Smith-Mariteen, BMI—Millett] Sad, slow-paced love-ballad could make this deck happen for Mack Allen Smith. Deserves watching.

(B+) BIG SILVER TEARS (2:25) [Beaik-Mariteen, BMI — Gilreath] Brisk-moving swinger with a steady beat.

DAVID PRICE (Hickory 1440)

● AFRAID OF THE FIRE (2:10) [Newkeys, BMI—Hall, Bahm] Tuneful, medium-paced ditty about a man who's afraid to fall in love. Could go places for David Price.

(B+) TAXI CAB DRIVER (2:19) [Newkeys, BMI — Dudley, Auge, Johnson] Bouncy, bittersweet outing on this side.

That's Me?

New RCA Victor signee Maria Dallas (center) listens to the playback of her first Nashville recording as Felton Jarvis (label rep) and Chet Atkins stand by. Maria came a long way to get to 'Record Row' as she is from New Zealand.

Smith Re-Signs With Col; Law To Produce Sessions

NASHVILLE — Longtime country favorite Carl Smith has signed a new exclusive contract with Columbia, it was announced last week. Under the new deal, Smith will continue to be supervised by the label's former country A&R chief Don Law, who is now doing indpendent productions in Music City. The agreement between Law and Columbia for the production of Smith's sessions marks the first to be made by the vet producer since his recent retirement from the label after 41 years service.

Smith, whose past hits include such numbers as "Hey Joe," "If Teardrops," "Let's Live A Little" and "Let's Walk Away Strangers," was honored during the 1966 Country Convention when he became the first artist to receive the Don Law Country Gentleman Award. Established by Columbia in honor of Law, the award is bestowed in recognition of professional achievement as well as outstanding personal character.

His latest single, "I Should Get Away Awhile (From You)" b/w "Mighty Day," has just been released.

Wheeler, Wilburn Ink Personal Managers Pact

NASHVILLE — Billy Edd Wheeler, Kapp Record's artist and Buz Wilburn have jointly announced the signing of an Artist-Manager contract naming Wilburn personal manager for Wheeler's varied artistic interests.

Wheeler, noted songwriter for artists such as the Kingston Trio, Johnny Cash, Judy Collins, the New Christy Minstrels, Joan Baez, Judy Henske, Johnny Sea, Bobby Darin, the Greenwood County Singers and others also hit it big a while back with his own recording of "Ode To The Little Brown Shack Out Back."

Wheeler's activities are not restricted to song writing and recording, however. He is a creative playwright with seven plays and two musicals already to his credit. He just finished a book of poetry, "West of Virginia" that is in the process of being published.

BILLY EDD WHEELER, BUZ WILBURN

Last year, Wheeler discovered and produced a new country star, Leroy Pullins, whose first effort "I'm A Nut" hit both the national pop and country charts and won him a Grammy Award nomination.

Wheeler and his wife, Mary, reside at Swannanoa, N.C., where he works in his studio-office of Sleepy Hollow Music Corp.

Buz Wilburn will continue his office located at 719 17th Ave. So., Nashville, in the "heart of music row." Wilburn's office will also represent Sleepy Hollow Music Corp.

Ohio Records Bows

HUDSON, OHIO—A new label, Ohio Records, has just been formed with E. P. Delaney as president. Ohio's address is P. O. Box 655, Hudson, Ohio 44236. Originally called Deco Records, the Label changed its name because of difficulties encountered within the industry.

Ohio's first release, already on the market is "Echo Valley" b/w "Pardon Me While I Cry", by the "swiss miss yodeler", Ethel Delaney.

BOYD PETERS & FRONTIERSMEN (Country Jubilee 577)

(B+) I'LL NEVER EVER FALL IN LOVE AGAIN (2:21) [Rally, BMI—Peters] Catchy, rhythmic weeper.

(B) TWO SILHOUETTES (3:31) [Ralph's Radio, BMI—Peters] Heartfelt, mid-tempo tear-tugger.

DOUG WARREN (Sierra 167)

(B+) I'LL TAKE THE HEARTACHES (2:25) [Wirt, Samba Lama, BMI—Alves] Plaintive, shuffling love-ode.

(B) COMING HOME TO YOU (1:58) [Wirt, BMI—Warren, Martin] Bouncy, energetic toe-tapper.

HAL SOUTHERN (Sand 408)

(B+) YOU GOT A MAN ON YOUR HANDS (2:02) [Sage & Sand, SESAC—Beck] Zestful, thumping romancer.

(B) NO ONE WANTS TO BE ALONE (2:44) [Sage & Sand, SESAC—Beck Slow, sincere effort about man's need for love.

TROY FERGUSON (Arzee 67232)

(B+) WHY'D YOU PUT ME DOWN (2:12) [Amigo, ASCAP—Karol, McGeehan] Rhythmic, fast-paced weeper.

(B) I'M ALL BETTER NOW (2:30) [Rex Zario, BMI—Smith, Vernik, Ferguson] Shuffling, reflective love-ode.

ETHEL DELANEY (Ohio 1168)

(B+) ECHO VALLEY (2:28) [Central Songs, BMI—Delaney] Bright, bouncy swinger spotlighting Ethel Delaney's skillful yodel.

(B) PARDON ME WHILE I CRY (2:47) [Carwin, BMI—French, Campbell] Gripping, emotion-filled tear-tugger.

NORVILLE DOLLAR (Nugget 255)

(B+) IT ALL CAME HOME (2:16) [Lonzo & Oscar, BMI—Gilbreath, Logan] Sorrowful mid-tempo ballad.

(B) SECRETS OF A FOOL (2:40) [Lonzo & Oscar, BMI—Rhodes, Allen] Same here.

Hear! Hear!
JIMMY DEAN Is Here
His first RCA Victor album!

TV's spokesman for country music has put his special brand on this great recording—and it's a humdinger! Recent guest shots on TV, along with personal appearances around the country, are constantly adding new fans to this artist's tremendous following. LPM/LSP-3727

RCA VICTOR

RCA The most trusted name in sound

HAVING A PARTY—To celebrate Bob Johnston's appointment as country music A&R topper for Columbia Records, the people of Record Row threw him a party in the best Nashville tradition. Pictured at the gathering are: (from the left) Wesley Rose, Hickory Records; Tommy Hill, Starday Records; Jack Clement, indie producer; Felton Jarvis, RCA Victor Records; Bob Johnston; Kelso Herston, Capitol; Bob Montgomery, United Artists Records; and seated, Juanita Jones of ASCAP.

Acuff-Rose Signs Ledo

NASHVILLE—Wesley Rose, president of Acuff-Rose Publications, has just announced the signing of Les Ledo to an exclusive song-writing contract with the firm. Ledo, who wrote "Cotton Candy," Al Hirt's while-back smash, has also been a recording artist with Laurie Records under the name of Russ Damon.

A number of Ledo's recent compositions, not previously assigned to any publisher, have been turned over to Acuff-Rose, and the writer is currently completing work on several new tunes, among them "You Don't Even Know The Meaning Of The Word," and "Cast The First Stone."

Zanetis To Head Purcell's Nashville Music Activities

NASHVILLE—Well-known tunesmith Alex Zanetis has been named to head up the Nashville music activities of the Gerry Purcell organization, according to an announcement made last week by Purcell's N.Y. office. Among the firms which Zanetis will represent will be Hirt Music and Five Sisters Music (BMI), where he will take over as professional manager, submitting material to A&R men for recording.

Zanetis, who has written such tunes as "I'm Gonna Change Everything" and "Guilty," was voted as being one of the top writers of the year in 1963.

Eddy Arnold Proves To Be Big $$ Attraction

Scores With ¼ Mil Gate In Houston Weekend

NASHVILLE—Eddy Arnold's name has been used in conjunction with broken attendance records for so long that it hardly seems newsworthy anymore, but recently the well-loved country songster went too far!! In a weekend show at the Houston Astrodome during the recent Houston Livestock Show and Rodeo, Arnold set an all-time attendance record, drawing a total of 102,011 people in 4 shows. The huge crowd also set another record, shelling out a whopping quarter million dollars to hear the Victor recording artist croon his stuff.

The figures released by the promoters of the concerts, held Mar. 4&5, showed that a crowd of 23,868 people poured into the Stadium for Arnold's afternoon show (Mar. 4) while the house was mobbed with a 41,956 person assemblage for the evening performance. On the next day, another 20,495 ticket-holders were on hand to witness the daytime Arnold in action, while the evening performance was viewed by 15,692 country music lovers.

The exact box office figures for the 4-show weekend showed a gross of $257,235, with ticket prices for the show scaled from $1 (for unreserved seats) to $4. The Saturday performances, believed to have brought in the largest single day attendance figures for paid concerts by a single entertainer in the history of show business, grossed $160,620, while the two Sunday shows combined for a total figure of $96,615.

According to Lewis M. Pierce, Jr., promoter of the concerts, Arnold had the crowd stirred up to the point where, at one time during the concerts, the fans leaped to their feet for a 10-minute standing ovation. It was also reported that one of his most requested numbers was "Lonely Again," which is now climbing rapidly up the country charts.

The only other act on the bill was a supporting group, the Kids Next Door.

Country Academy Awards See Dino 'Man Of Year'

HOLLYWOOD—The International Ballroom of the local Beverly Hilton Hotel was the scene of the much-heralded Second Annual Awards show of the Academy of Country/Western Music last week, with 1100 people on hand to view the activities. The highlight of the event was the presentation of the "Country Music Man Of The Year Award," which went to well-known singer/actor Dean Martin.

Twenty other awards were also presented, including the Top Male Vocalist Award, which went to Merle Haggard and the Top Female Vocalist Award, presented to Bonnie Guitar. As far as individual honors went, Haggard shared the spotlight with Billy Mize, as both artists copped a pair of trophies. Mize pulled down honors for "Favorite TV Personality" and "Most Promising Male Vocalist," while Haggard's second wreath was shared with his wife, Bonnie Owens, as the two were named "Top Vocal Drums."

"Apartment #9," composed by Bobby Austin, Fuzzy Owen and Johnny Paycheck, won the "Song Of The Year" title, while the "Best Band" Award was given to Buck Owens' Buckaroos. Cathy Taylor copped the "Most promising Female Vocalist" spot. "Best A&R Producer" award went to Ken Nelson for the second straight year.

In addition to narrator Lorne Greene and a host of other well-known celebrities who acted as presentors, seven of Country Music's favorite performers entertained during the festivities. The artist(s), as they appeared, were: Sons of the Pioneers, Tex Ritter, Ray Price, Bonnie Guitar, Tex Williams Sheb Wooley and Roger Miller.

Complete list of awards are as follows:

AWARD:		WINNER:
Talent Management/Booking Agent		Jack McFadden
Club		Palomino
A&R Producer		Ken Nelson
Lead Guitar		Jimmy Bryant
Steel Guitar	(Tie)	Ralph Mooney/Tom Brumley
Drums		Jerry Wiggins
Bass		Bob Morris
Fiddle		Billy Armstrong
Piano		Billy Liebert
Band leader/Band		Buck Owens
Most Promising Vocal Group		Bob Morris & Faye Hardin
Top Vocal Group		Bonnie Owens/Merle Haggard
Most Promising Female Vocalist		Cathy Taylor
Most Promising Male Vocalist		Billy Mize
Radio Personality	(Tie)	Biff Collie/Bob Kingsley
TV Personality		Billy Mize
Publisher		Central Songs
Song of the Year		"Apartment #9"
Top Female Vocalist		Bonnie Guitar
Top Male Vocalist		Merle Haggard
C&W Man of the Year		Dean Martin

AWARD TIME—Some of the scenes from the recent Academy of Country Western Music awards show. In the photo at the left Tex Williams, president of the Academy, flanks Bonnie Guitar to the left as Eddie Albert gives her an award. In the right hand photo, Lorne Greene, emcee of the affair, stands between two of Dean Martin's lovely daughters as they accept an award for their father. Dean received the Country Music Man of The Year award.

Cash Box TOP COUNTRY ALBUMS

1	OPEN UP YOUR HEART *Buck Owens (Capitol T/ST 2640)*	1	
2	TOUCH MY HEART *Ray Price (Columbia CL 2 6066/CS 9 406)*	2	
3	THERE GOES MY EVERYTHING *Jack Greene (Decca DL 4845/7 4845)*	3	
4	THE BEST OF SONNY JAMES *(Capitol T/ST 2615)*	4	
5	NASHVILLE REBEL *Waylon Jennings (RCA Victor LPM/LSP 3736)*	6	
6	TWO FOR THE SHOW *Wilburn Bros. (Decca DL 4824/7 4824)*	5	
7	SOMEBODY LIKE ME *Eddy Arnold (RCA Victor LPM/LSP 3715)*	8	
8	SWINGIN' DOORS *Merle Haggard (Capitol T/ST 2585)*	7	
9	YOU AIN'T WOMAN ENOUGH *Loretta Lynn (Decca DL 4783/7 4783)*	9	
10	MY HEART'S IN THE COUNTRY *Skeeter Davis (RCA Victor LPM/LSP 3667)*	10	
11	WITH ALL MY HEART AND SOUL *Dottie West (RCA Victor LPM/LSP 3693)*	12	
12	LEAVIN' TOWN *Waylon Jennings (RCA Victor LPM/LSP 3620)*	13	
13	HAPPINESS IS YOU *Johnny Cash (Columbia CL 2537/CS 9337)*	11	
14	UNMITIGATED GALL *Faron Young (Mercury MG 21110/SR 61110)*	14	
15	YOURS SINCERELY *Jim Reeves (RCA Victor LPM 3709/LSP 3709 E.)*	17	
16	COCKFIGHT & OTHER TALL TALES *Archie Campbell (RCA Victor LPM/LSP 3699)*	20	
17	GEORGE JONES GOLDEN HITS *(United Artists UAL 3532/UAS 6532)*	19	
18	LONELY AGAIN *Eddy Arnold (RCA Victor LPM/LSP 3753)*	28	
19	THIS I BELIEVE *Bobby Bare (RCA Victor LPM/LSP 3688)*	21	
20	DON'T COME HOME A-DRINKIN' *Loretta Lynn (Decca DL 4842/7 4842)*	29	
21	GET WHILE THE GETTIN'S GOOD *Bill Anderson (Decca DL 4855/7 4855)*	30	
22	NAT STUCKEY SINGS *(Paula LP 2192)*	16	
23	OUR KIND OF COUNTRY *Browns (RCA Victor LPM/LSP 3668)*	22	
24	BIG BEN STRIKES AGAIN *Ben Colder (MGM E/SE 4421)*	15	
25	ALL OF ME BELONGS TO YOU *Bonnie Owens (Capitol T/ST 2660)*	26	
26	TEARDROP LANE *Ned Miller (Capitol T/ST 2586)*	18	
27	SOUL OF A CONVICT *Porter Wagoner (RCA Victor LPM/LSP 3638)*	—	
28	DOWNTOWN COUNTRY *Connie Smith (RCA Victor LPM/LSP 3725)*	—	
29	LOOK INTO MY TEARDROPS *Conway Twitty (Decca DL 4828/7 4828)*	23	
30	STRUTTIN' MY STUFF *Del Reeves (United Artists UAL 3571/UAS 6571)*	—	

Cash Box

INTERNATIONAL SECTION

March 18, 1967

The historic house of Chappell & Co. Ltd., so tragically destroyed by fire in May, 1964, has been rebuilt and is now one of the most modern buildings in London's Bond Street. The Chappell story began in 1811 and was acquired by Louis Dreyfus in 1929. Through the years it has built up one of the finest and biggest catalogs in the world and established offices in practically every country of the world. The new building symbolizes yet another phase in the Chappell expansion.

GREAT BRITAIN

Larry Page of Page One Records just back from a four-day visit to the States where he had meetings with Gerry Wexler of Atlantic Records, Murray Deutsch of United Artists and Jerry Shifrin of Calla as well as Charlie Fach of Fontana Records who report good sales on the Troggs latest American release "Give It To Me." From Trippot Music he acquired many songs for his artists, and discussions were held with George Struth of Quality Records of Canada with a view to the Page One product being released in that territory. Page was delighted to learn that his own record "Waltzing to Jazz" issued in the States on Calla was getting such good reaction and an album "The Larry Page Orchestra" is now set for release. Page set up an American visit for the Troggs from April 2nd thru 10th taking in radio, television promotion dates as well as concert dates. Following their week in America the Troggs will visit the Philippines and a Canadian visit is also being negotiated. From April 14th to 16th, the boys play France followed by Italy (May 10th-14th) and three weeks in Scandinavia in June. Page's aim is to get his artists full international coverage, and with the American tour fixed, it can be said that the Troggs have a truly international image. Having set the Troggs on their way, Page is now giving all out promotion to his new group the Loot whose first single "Baby Come Closer" has been issued in the U.K. (Page One), France (Page One), Germany (Hansa), Sweden (Page One), Holland (Phonogram) and Italy (Ricordi). Negotiations are under way for American record releases and a possible personal visit in the summer.

The San Remo winner "Non Pensare A Me" acquired by Chappells and retitled "Time Alone Will Tell" with lyrics by Norman Newell has been recorded by new boy Malcolm Roberts on RCA. Ronnie Aldrich has waxed an instrumental version on Decca, and in America Connie Francis has recorded it for MGM. From the "Spy With a Cold Nose" film, Famous Chapell have two singles of the title song by Jerry Murads Harmonicats on CBS and Horst Jankowski on Mercury. Soundtrack album is issued by CBS. Another film score handled by Famous Chappell is "Funeral In Berlin" starring Michael Caine which has a soundtrack album on RCA. Hal Shaper and Herbert Kretzmar have penned English lyrics to the Kommel Elfers title music which has been recorded by the Spinners on Fontana and the County Set on Polydor. Chappells have the Hugo Montenegro-Buddy Kaye score on the new Otto Preminger film "Hurry Sundown," and there are eight singles of the title song including one by Hugo Montenegro (RCA), Pat Boone (Dot) and Harry Belafonte (RCA). The film version of the successful stage show "How To Succeed in Business Without Really Trying" arrives in London March 29th starring Robert Morse and Michelle Lee with a score published by Frank Music. Soundtrack album on RCA.

Bert Corri of Francis Day & Hunter delighted with the transatlantic success of "There's A Kind Of Hush" by Herman's Hermits. He is also looking forward to the arrival of Reprise artist Trini Lopez who flies in March 10th for radio and TV promotion of "Gonna Get Along Without You Now."

After a 2½-year run in Lndon, composer Ron Grainer is taking his "Robert and Elizabeth" musical to America where it has a Detroit opening in August followed by Baltimore and Toronto and opens on Broadway in November. The score is published here by Erle Music and June Bronhill who played the female lead in London will be recreating her role in America. Meantime, Grainer, in collaboration with Ned Sherrin, is currently working on a new musical based on the life of famous music hall star Marie Lloyd which is scheduled for a London premiere next year.

Arranger Johnny Hawkins has joined Polydor Records as producer and record co-ordinator. Hawkins was previously Musical Director to The Grade Organization and arranged most of the summer seasons for such artists as Cliff Richard, the Batchelors, Frank Ifield, etc.

Another move by CBS in strengthening their A&R Department is the appointment of Mike Smith who, for the past four years, has been with The Decca Record Co. Smith will record Brian Poole, the Applejacks and the Tremeloes who were with him at Decca and have recently switched to CBS. He will continue to record Dave Berry for the Decca label.

Fred Jackson of Fanfare Music currently in Canada and America acquiring material for his British music company and placing copyrights in the U.S.A. Currently the Pussyfoot are notching up healthy sales with their Decca single "My Hyde," and Jackson will be promoting the single which has just been issued in the States on London.

Quickies: Cat Stevens has first Deram album "Matthew and Son" tagged after his hit single which is still in the British charts after eight weeks. . . . Prolific songwriter that he is, Stevens is responsible for all twelve tracks. . . . Dave Berry revives the old country song "Strangers" issued on Decca and published by Southern Music. . . . Indie producer has signed Lulu to five-year recording contract. . . . Other artists now under contract to Most are Billy Fury and the Yardbirds. . . . Ex-Yardbird Geoff Beck makes solo debut on Columbia with "Hi Ho Silver Lining." . . . "This Is My Song" still topping Best Selling Sheet Music Lists for Leeds Music. . . . EMI hosted reception for new British group the Pink Floyd making their psychedelic debut with "Arnold Layne" issued on Columbia published by Dunmo Music. . . . "Hi Ho Silver Lining" also covered here by the Attack on Decca. . . . Music for Pleasure have issued an album of "Fiddler on the Roof" by the Alyn Ainsworth Orchestra. . . . Just back from a continental trip Jimi Hendrix all set to promote his latest Polydor single "Purple Haze." . . . "I'm Gonna Get Me A Gun" is the title of the next Cat Stevens single on Deram. . . . Congratulations to Englebert Humperdinck on reaching No. 1 in British charts with "Release Me" issued on Decca and published by Burlington Music. . . . From Herb Alpert's "What Now My Love" album, Pye Records are issuing the "If I Were A Rich Man" track as a single on Reprise.

Australia's Best Sellers

1 Snoopy Versus The Red Baron (The Royal Guardsmen—Festival)
2 Georgy Girl (The Seekers—Columbia) Chappell & Co.
3 I'm A Believer (The Monkees—RCA) Tu-Con Music
4 Let's Send The Night Together (The Rolling Stones—Decca) Essex Music
5 Happy Jack (The Who—Polydor) Essex Music
6 Communication Breakdown (Roy Orbison—London) Acuff-Rose
7 Summer Wine/Sugar Town (Nancy Sinatra—Reprise)
8 Green Green Grass Of Home (Tom Jones—Decca) Palace Music
9 Somewhere My Love (Ray Conniff—CBS) J. Albert & Son
10 *What Am I Doing Here (Bev Harrell—HMV)
*Asterisk indicates locally produced record

AUSTRALIA

By the time this gets into print the Seekers will be back home for a brief visit with their families and some personal appearances; the highlight of which will be their performance at "Music For The People" in the Myer Music Bowl in Melbourne during the annual "Moomba" Festival. Last time the Seekers appeared at the bowl they attracted an audience of better than 100,000. The Seekers will tape at least one television spectacular while they are here. At the conclusion of their visit the group will head towards Montreal where they will appear at the Australian display at Expo '67.

World-renowned Norman Luboff Choir is scheduled to tour Australia for a concert series in May. In anticipation of the visit, RCA are making a big drive on the entire record catalog of the Choir with special emphasis on the albums "The Latin Luboff"; "Great Movie Themes"; "Grand Tour" and "On The Country Side". New from RCA is a locally-recorded package "The Settlers Sing Songs Of The Snowy Mountains" featuring, of course, the Settlers. Records by an English group of the same name are also being released here.

Sunshine records should have a runaway best-seller with the package "Normie's Hit Happenings" which features popular Normie Rowe with fourteen of his biggest hits to date. The set is pressed and distributed by Festival records on behalf of Sunshine.

Astor records, via the Go!! label, are out with a budget-priced album called "Oh Monah" by local group the Cherokees. The set is named after the recent national hit for the group. Other local product from the same label includes Billy Adams with "Change Your Mind" and "I Fall To You"; and the Rhythm Rockets with "Just You Wait And See" c/w "Summer Has Gone."

April 17, 1967, is going to be an important date for Australian radio, for this is the date from which both sides of a telephone conversation may go 'direct to air'; with the outside party's conversation subject to a seven second delay via tape mechanisms which is designed to eliminate the possibility of the 'wrong' material being broadcast. The Postmaster General's Department which controls all telephone services in Australia has set April 17 as the starting date of the two-sided phone operations for radio. The scheme is expected to result in a whole rash of talk programs and segments via the phone; it should also result in some interesting radio material.

RCA have made special rush-release here of the second album by the Monkees—"More Of The Monkees." . . . It is issued in both mono & stereo.

Bev Harrell, who scored very well nationally with her first release for EMI in "What Am I Doing Here," now has her second single out on the HMV label with "Come On Over To Our Place" and "You Don't Love Me No More."

New local discs from W & G include Margy Bayes with "I Wanna Wear My New Bikini." Tony Henry is out with "Standing Watch" and "She Cried." The company is busy promoting their big American hit by the Casinos, "Then You Can Tell Me Goodbye."

CANADA

Hal Ross has chart listings right across Canada for his K-R outing by the Mandella. "Opportunity" is making it big all across Canada. The success of the disc is directly traceable to the extensive promotion campaign undertaken on its behalf by Phonodisc.

Peter and Gordon played to a full house (3/3) at the Fort Williams Gardens. This was the only Canadian date of their current North American tour.

Appearing on the same bill with P&G was a good group from Duluth, Minnesota, the Titans. They have a new disc, just released on the local label, Sound Of Music, that has won high praise from Dave Gordon, Program Director of WEBC, Duluth. Gordon, and now the Bossmen at CKPR in the Lakehead, are playing "Need You," a good beat ballad. The flip side of the record, "Fun Seekers." The group will appear with the Peter and Gordon show on most of its mid-western U.S. stops, booked by Len Naymark of Duluth's Variety Theatre.

RCA Victor in Canada have two new sides out by the Monkees. They are going the usual Monkee success route at an astounding rate of speed. "A Little Bit Of You, A Little Bit Of Me" b/w "She Hangs Out" are filling the airwaves in Canadian towns large and small. This will be a monster saleswise in Canada for sure. Another RCA biggie that has Bill Patterson all smiles is the great thing from Dunwich by the Woolies, "Who Do You Love." It's a sure thing for top ten spots on every Canadian station.

Paul Clark is very excited about the latest on Verve-Folkways by the Paupers. The group has been doing some big air play and sales business in southern Ontario and Montreal with their last outing, and now figure to develop national action with the new side. "Simple Deed" is the one that have the folks at Caravan all set for some brisk business.

Best LP package in a long time must certainly be the great Ray Charles set on ABC Paramount. Larry Page has sent special copies of "A Man And His Soul" to Canadian deejays, asking them to assist in the international celebration of Ray Charles Radio Week. Air play on the new LP has been phenomenal.

"Let's Fall In Love" by Peaches and Herb appears to be in line for a lot of air play in Canada. It'll be on Date from Columbia.

HE REALLY GETS AROUND—The 'Man Of La Mancha' gets around quite a bit as shown in this window display from Sayvettes Department Store in Toronto. The road company of the mainstemmer recently closed a 3-week engagement at Toronto's O'Keefe Centre. Phonodisc is promoting the original cast package in Canada.

Immediate Ends Ties With Philips; Inks Multi-Deals With Small Faces

LONDON — Andrew Oldham's hot Immediate label has ended its 18-month old distribution agreement with Philips Records. According to terms of the settlement, Philips will continue to distribute all existing stocks of Immediate product and continue to produce and distribute repertoire in cassette form, the first of which, "The Art Of Chris Farlowe," has just been issued.

News of the termination of the deal came immediately after the announcement that Immediate had signed the Small Faces to an indie production contract, although the group will continue to appear on Decca. First single under the new deal is "I Can't Make It," penned by group members Steve Marriott and "Plonk" Lane, who will also act as producers, with Immediate Productions acting as liaison and counsel between the group and Decca. In partnership with Immediate, the Small Faces have also formed their own publishing company to which all members of the group are signed to long-term writer pacts. Marriott and Lane have also signed exclusive producers contracts with Immediate to produce acts for the production company.

Peer-Southern Acquires 4 New Farres Songs

NEW YORK—Provi Garcia, Latin manager of Peer-Southern, has announced that four new songs have just been acquired from well-known composer Osvaldo Farres: "El Mundo Lo Eres Tu," "Egoismo," "Me Alejo De Ti," and "Corazon De Piedra." Farres is best known for his "Quizas, Quizas, Quizas (Perhaps, Perhaps, Perhaps)," and "Tres Palabras (Without You)."

Peak Handling C-P

NEW ZEALAND—Peak Records has been named to handle the catalog of Cameo-Parkway Records of the U.S. in New Zealand. The announcement was made by Jacqueline A. Cleff, disk promotion manager of Peak.

More Chalpin Deals

NEW YORK—Ed Chalpin of PPX Productions in New York has signed production deals with the following labels: CBS France, PMP Belgium and Belter Discos-Spain.

Therese Steinmetz To Vienna Fest

HOLLAND—The song "Ring Dinga Ding" by Gerrit den Braber and composer Johnny Holshuyzen (publishers: Altona, Amsterdam) was selected by the Dutch public to be sung by Therese Steinmetz at the coming 1967 Eurovison Song Festival, April 8, in Vienna. Philips rush-released, directly after the results of the public TV Poll, the song on a special single b/w "Sing" which came on the second place of the 6 pre-selected songs. Lovely contralto Therese Steinmetz, a Conservatory singer and also a graduate of the School of Dramatic Arts in Amsterdam, turned to musical and chanson some years ago with tremendous success. Philips has released her first LP album entitled "Therese's Song Festival."

Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	
1	2	5	*Release Me—Englebert Humperdinck (Decca) Burlington
2	3	3	*Penny Lane/Strawberry Fields Forever—The Beatles (Parlophone) Northern Songs
3	1	5	This Is My Song—Petula Clark (Pye) Leeds
4	4	6	*Here Comes My Baby—The Tremeloes (CBS) Angusa Music
5	10	2	*On A Carousel—The Hollies (Parlophone) Gralton
6	11	2	Edelweiss—Vince Hill (Columbia) Williamson
7	8	4	*Mellow Yellow—Donovan (Pye) Donovan
8	5	9	I'm A Believer—The Monkees (RCA) Screen Gems
9	16	3	Detroit City—Tom Jones (Decca) Southern
10	7	5	Snoopy Vs. The Red Baron—Royal Guardsmen (Stateside) Cop Con
11	9	4	*Peek-A-Boo—New Vaudeville Band (Fontana) Meteor
12	20	2	*There's A Kind Of Hush—Herman's Hermits (Columbia) Francis Day & Hunter
13	6	8	*Let's Spend The Night Together—Rolling Stones (Decca) Mirage
14	18	2	*Georgy Girl—The Seekers (Columbia) Springfield
15	13	5	It Takes Two—Marvin Gaye & Kim Weston (Tamla-Motown)) Carlin
16	14	4	I Won't Come In While He's There—Jim Reeves (RCA) Metric
17	—	1	*I'll Try Anything—Dusty Springfield (Philips) Raintree
18	—	1	*Give It To Me—The Troggs (Page One) Dick James
19	12	8	*Matthew & Son—Cat Stevens (Deram) Cat Music
20	—	1	*Al Capone—Prince Buster (Blue Beat) Melodisc

*Local Copyright

Top Ten LP's

1. Sound Of Music — Soundtrack (RCA)
2. Meet The Monkees—The Monkees (RCA)
3. Between The Buttons — Rolling Stones (Decca)
4. Best Of The Beach Boys—The Beach Boys (Capitol)
5. Four Tops Live! — Four Tops (Tamla-Motown)
6. Come The Day — The Seekers (Columbia)
7. Hand Clappin'-Foot Stompin'-Funky Butt-Live! — Geno Washington (Piccadilly)
8. S.R.O.—Herb Alpert (Pye)
9. Going Places—Herb Alpert (Pye)
10. I'm A Believer — The Monkees (RCA)

Liberty Forms Indie Label In Munich

MUNICH—Liberty Records GmbH has been formed in Munich. The new company, finalized at a recent meeting here of Al Bennett, president of the American company, and Liberty vice presidents Sy Zucker and Ron Kass, will handle its own production, promotion and administration under the direction of general manager Siegfried Loch, former Philips producer who will move from Hamburg. Local German language production is also planned. Vic Dana has already waxed his first German single and Loch also produced a new international LP with the artist called "Foreign Affairs."

The first local artist to ink a worldwide Liberty pact is jazzman Klaus Doldinger, who will be released on Liberty's Pacific Jazz label in the U.S.

Everything's Rosy For Armen In Russia

PARIS—CBS artist Rosy Armen recently gave four concerts in Moscow and so successful were they that she has been invited to undertake a 55-day tour of the USSR which will take in Moscow, Leningrad, Erivan and the main cities of the USSR and Armenia. Meanwhile she will appear at the Paris Olympia for four days commencing April 28 and a tour of the States is being negotiated.

Tom Jones: Talk Of The Town Smash

LONDON—Tom Jones made his debut at the Talk of the Town recently and was a winner all the way. The Welsh are renowned for their musical ability and he certainly gave a new dimension to this nationalistic talent on the opening night. On stage for nearly an hour he treated the audience to 'in person' performances of his well known hits including "It's Not Unusual," "Green Green Grass Of Home" and his latest single "Detroit City." Tom Jones was in fine voice throughout the act and the audience warmly appreciated every minute of it.

ALMOST PERSUADED TO STAY—Warner Bros. artist Leroy van Dyke visited Grt. Britain recently to promote his current C&W single "Almost Persuaded." He is shown here (left) with Leslie Cocks, general manager of Pye Records.

WAY UP IN SWEDEN—The Byrds visited Sweden on a recent tour of Europe and Scandinavia. They were introduced to the press at a reception held by Philips-Sonora. Before leaving Sweden, the Byrds taped radio and TV shots. Philips-Sonora handles the group's recordings in Sweden.

International Subscription Rates

Regular—$30

Air Mail—$45

Cash Box BRAZIL

CBS DO Brasil introduces new chantress **Katia Cilene** via a single interpreting "Meu Bem Só Gosta De Mim" b/w "Eu E Elezinho." Also being released, a new album of much appreciated organist **Lafayette**, another sure best-seller for CBS. The twosome **Leno & Lilian** (among todays favorites of the teen set) have their latest album which carries their name enjoying good sales. Also well accepted after release, the album cut by **Luiz Carlos Clay** of the new teen cast of the company. Folk music for the June Popular Fest is represented by an album called "Pau de Sebo" by popular **Marines**. "Você Fala Demais" and "Encontrei O Amer" have been cut by teen group **Os Jovens** in their latest single. Proving that he is still the "King" of the teen set in this country. **Roberto Carlos** is in number one spot in the local charts in all categories. Congratulations **Roberto!**

Companhia Brasileira de Discos tells us an album titled "O Grande Festival," with the 12 top numbers of the First Rio International Fest" with arrangements by Maestro Gaya and his Orchestra. The label is Fontana. For the Polydor label, the new teen group the **Mugstones** (of TV appearance fame) is being presented in a "single" with strong number "A Grande Parada." Appearing well in Rio and São Paulo is the LP "Gold Vault Of Hits" cut by the **4 Seasons** for Philips, which include "I've Got You Under My Skin," "Tell It To The Rain," "Opus 17" and "Like A Rolling Stone." Very strong in Rio de Janeiro radio programs, a Polydor recording by João Luiz, with "Cara De Pão." The recently-released single by **Jair Rodrigues** with Carnaval hit "Máscara Negra"—backed with "Onde Estão Os Carnavais"—is also being released in Perú and is being requested from other countries. U.S. hit "98.6" in a Mercury original by chanter **Keith** will soon be released in single.

Myrna, of the Fermata Group Promo Department, proudly presented us the first disc released in this country of the San Remo Festival. This album besides the awarded number "Non Pensare A Me" by Claudio Villa—has 13 other fest numbers by **Carmen Villani, Fred Bongusto, Sergio Endrigo, Gianni Pettenati, Marisa Sannia, Franco Tozzi, Marisa Brando, Mara Danesi, Gabriella Marchi, Juniors and Antonio Marchese.** This is an original "Cetra" recording released through the Fermata disk label. More releases of the suplement include a single of the successful "Sergio Mendes Brasil 66" album, with top hits "Chove Chuva" b/w "Slow Hot Wind". Two other important singles with Italian chanter **Adriano Celentano** ("Mondo In Mi 7" c/w "Una Festa Sui Prati"). Also two best-selling albums were released by Fermata: one brings the chart album "S R.O." by international top orchestra of **Herb Alpert & His Tijuana Brass**; the other has French chanter-composer **Michel Polnareff** in his first album here, and including already chart presence of "Love Me, Please Love Me" and "La Poupée Qui Fait Non." This is a DISQUEZ AZ original, while the former LP is from represented A&M.

Brazil's Best Sellers

This Week	Last Week	
1	1	*Namoradinha De Um Amigo Meu (Fermata) Roberto Carlos/CBS de Brasil
2	3	Bus Stop/Pensando Nela (Fermata) The Hollies/Odeon; Golden Boys/Odeon
3	2	See You In September (Fermata) The Happenings/Mocambo (Kapp)
4	6	A Cathedral/Winchester Cathedral (Embi) Ronnie Von/Polydor; New Vaudeville Band/Philips; Meacyr France/Copacabana; Deny & Dino/Odeon
5	7	Guantanamera (Fermata) The Sandpipers/Fermata; Agnaldo Rayol/Copacabana
6	5	*Ebrio De Amor (RCA) Lindomar Castilho/Continental
7	4	*Mascara Negra (n.p.) Dalva de Oliveira/Odeon; Zé Keti/Mocambo; Jair Rodrigues/Philips
8	8	*A Carta (Fermata) Erasmo Carlos/RGE
9	16	Last Train To Clarksville (Mundo Musical) The Monkees/RCA Victor
10	9	A Boneca Que Diz Não/La Poupée Qui Fait Non (Embi) Bobby de Carlo/Mocambo; Michel Polnareff/Fermata
11	10	*Goiabão (Samba) Eduardo Araujo/Odeon
12	11	The More I See You (Tedamérica) Chris Montez/Fermata (A&M)
13	13	*O Adeus (Fermata) Ary Sanches/Continental
14	12	Lara's Theme/Tema De Mara (Todamérica) Al Korvin/Fermata; Jordans/Copacabana
15	15	*Olhos Tristes (n.p.) Giane & Barres de Alencar/Chantecler
16	18	I Saw Her Again (Vitale) Mama's & Papa's/RCA Victor (Dunhill)
17	17	Love Me, Please Love Me (Embi) Michel Polnareff/Fermata (AZ)
18	20	*Coração De Papel (Fermata) Sérgio Reis/Odeon
19	19	As Tears Go By (Fermata) Rolling Stones/Odeon
20	14	*Agora É Tarde (Fermata) Marcos Roberto/Continental
21	—	Black Is Black/Noir C'est Noir (Fermata) Los Bravos/Odeon; Johnny Hallyday/Philips
22	21	With A Girl Like You (Fermata) The Troggs/RGE
23	—	96 Tears (Fermata) ? & The Mysterians/Fermata
24	—	Born Free/Livre (Todamérica) Roger Williams/Mocambo; Agnaldo Rayol Copacabana
25	—	Piange Con Me (RCA) Os Incriveis/Continental

Brazil's Top Twelve LP's

This Week	Last Week	
1	1	Roberto Carlos, Vol. 6—Roberto Carlos/CBS de Brasil
2	3	Um Embalo—Renato & Seus Blue Caps/CBS de Brasil
3	6	Guantanamera—The Sandpipers/Fermata
4	2	Dr. Zhivago—Original Soundtrack/CBD (MGM)
5	4	Revolver—The Beatles/Odeon
6	5	O Sorriso De Jair—Jair Rodrigues/Philips
7	8	The More I See You/Call Me—Chris Montez/Fermata (A&M)
8	7	Studio 17—The Jordans/Copacabana
9	12	Somewhere My Love—Ray Conniff Singers/CBS
10	9	Sergio Mendes, Brasil 66—Sérgio Mendes/Fermata (A&M)
11	11	Sinto Que Te Amo—Altemar Dutra/Odeon
12	10	Sete Homens De Ouro—Original Soundtrack/Som Maior

Cash Box GERMANY

When American **Dave Miller** decided to hit the German record market a few years ago with low-priced LP's, no one expected his small firm with unknown artists to cause much of a furor in buyer's circles, but the methods of Miller International have changed the whole record business in this country. Low price meant at that time any 12" LP selling under the normal price of $4.50 (DM 18) and Dave was retailing at about $2.45 (DM 9.80) for high quality but on name artist product in the classical as well as the pop field. He was so successful that now every major record company in Germany has a low priced $2.45 line to compete with Dave's Somerset records. Now Mr. Miller is once again stirring the market with a $1.25 (DM 5) line, the new Europa label with the initial releases containing 32 LP's in the pop, classical and folk field and 13 children's LP's. All are in compatible stereo as are most of the LP's released in Germany by all firms today. The main question now is will the major labels again follow suit and come out with a $1.25 LP line? Several majors have already put out special samplers and special releases for $1.25. The single record in Germany now retails for $1.19!

German Vogue has come out with a bi-monthly magazine called "Disc Jockey" which is geared for the hundreds of deejays now working in discoteques and who are very responsible for his on this market today. The mag is sent out free.

Peer Music is going all out for "Epistle To Dippy," the new **Donovan** disc. **Hans Gerig** is busy pushing "This Is My Song" from **Petula Clark** in English and German which looks like hitsville all over the world.

German Vogue has released the first German waxing by **Niel Christian.** Niel had his first chart appearance with "That's Nice" in English.

Sandy Posey of MGM visited Germany for the first time where she recorded her first German waxing and appeared in the TV'er "Beat Club" where she did her smash hit "Single Girl." Stigwood-Yaskiel Int. is handling publicity for Sandy here.

Not only German music is selling well these days, but also German music instruments. The production for music instruments rose by 2.5 million dollars in the past year to a total of 65 million dollars. The piano industry exports 43% of it's output and the other instruments, especially the violin are exporting 60% of their produce.

That's it for this week in Germany.

GERMANY—JUKE BOX-RADIO-SALES FAVORITES

(Courtesy "Automaten-markt")

This Week	Last Week	Weeks On Charts	
1	5	3	I'm A Believer—The Monkees—RCA Victor—Hans Gerig Music
2	—	1	*Es Ist So Schöen, Dass Es Dich Gibt (It's Wonderful That You Exist)—Connie Francis—MGM—Francon/Schneider Music
3	3	3	*Das Glueck Ist Rosarot (Luck Is Red Like Roses)—Cliff Richard—Columbia—Edition Accord
4	1	7	Dear Mrs. Applebee—David Garrick—Pye—Rolf Budde Music
5	4	5	Save Me—Dave Dee, Dozy, Beaky, Mick & Tich—Star Club—Minerva Music/R. Von Der Dovenmuhle
6	7	3	Zehn Kosaken, Kein Gewehr (Ten Kosaks, No Rifle)—Siggi Hoppe—Ariola—Edition Maxim
7	—	1	Snoopy Vs. The Red Baron—The Royal Guardsmen—Ariola/John Smith—Deutsche Vogue—Fuller—Sanphil Windsong BMI
8	—	1	Dead End Street—The Kinks—Deutsche Vogue—Aberbach Music
9	—	1	*Geh Vorbei (Pass On By)—Udo Juergens—Deutsche Vogue—Montana Music/H. R. Beierlein
10	—	1	Happy Jack—The Who—Polydor—Hans Gerig Music

*Original German Copyright.

BRAZIL (Continued)

Top Six Double Compacts

This Week	Last Week	
1	1	Eu Te Darei O Ceu—Roberto Carlos/CBS de Brasil
2	2	Love Me, Please Love Me—Michel Polnareff/Fermata (AZ)
3	6	Um Embalo—Renato & Seus Blues Caps/CBS de Brasil
4	4	As Tears Go By—The Rolling Stones/Odeon (London)
5	3	Dr. Zhivago—Frank Pourcel/Odeon
6	5	Máscara Negra—Wilson Simonal/Odeon

WELCOME TO BRASIL—French chanter Johnny Halliday is shown here smiling while flanked by Luiz Mocarzel, Sao Paulo manager of C.B.D., and Luis De M. C. Guedes. The Companhia Brasileira De Discos held a cocktail party for the artist when he arrived in Brasil for a concert and pa tour.

FRANCE

We listened at the Olympia to the new **Eddy Mitchell** songs: "Bye Bye Précheur" and "Je Ne Me Retournerai Pas." Eddy recorded them for immediate release through a Barclay EP.

CBS artist **Rosy Armen** is now coming up in France after her very successful tours in the USSR. She will be the lead of the Olympia during four days the end of April. Rosy just released an EP with French treatment of "Milica" (Si On Se Ressemble) "Games Heart Lovers Play" (Les Jeux Des Amoureux) and "Cosa Importe" (Y'aura Toujours Des Roses).

Les Nouvelles Editions Eddie Barclay just completed a deal with Columbia Screen Gems for publishing in France musical themes in original version and French treatment. First will be from the **Matt Helm** film "Murderer's Row." A recording will be done with French treatment of the main song "I'm Not The Marrying Kind." This publishing company also has Bob Dylan's catalog for France. "Capri C'est Fini," the first big **Hervé Vilard** hit (which is published by the Nouvelles Editions Barclay), has been recorded in the States by **Lannie Kazan** and **Jane Morgan**.

The new **Jacques Demy** film, "Les Demoiselles de Rochefort," is debuted this week on Parisian screens, with music written by **Michel Legrand**. Demy and Legrand were the team for "Les Parapluies De Cherbourg."

French EP TOP TEN

1 **Inch Allah** (Adamo) EMI; Pathé Marconi
2 **C'Est Ma Chanson** (Petula Clark) Vogue; SIM
3 **Ta Ta Ta Ta** (Michel Polnareff) AZ; SEMI
4 **Les Playboys** (Jacques Dutronc) Vogue; Alfa
5 **Les Neiges Du Kilimandjaro** (Pascal Danel) AZ; Rideau Rouge
6 **J'Attendrai** (Claude François) Philips; Pigalle
7 **Paris En Colère** (Mireille Mathieu) Barclay; Salabert
8 **Heure De La Sortie** (Sheila) Philips; Carrère-Breton
9 **Blanche Caravelle** (Hugues Aufray) Barclay
10 **Les Cactus** (Jacques Dutronc) Vogue; Alfa

HOLLAND

Capitol this week released "Rock And Roll Gypsies," first single by the **Hearts and Flowers**. Label chief **Roel Kruyze** also reported the release of **Nancy Wilson's** latest album "Nancy-Naturally" and **Maria Cole's** initial LP "Love Is A Special Feeling." The Capitol Dept. of Grammophonhouse is now preparing a special **Buck Owens** campaign.

Parlophone rushed out new repertoire of the Action ("Never Ever") and **Simon Dupree** ("Reservations") plus its starcrowded **Shand, Jimmy & His Band** album "Gateway To The Forth."

Vic Dana did a few radio gigs here last week and is now climbing the charts with his latest hit "Fraulein."

This month Negram Delta introduced on the Havoc Label a sensational new group the **Honest Men** who succeeded in making a record of international class. It's a great new sound with a Latin American backing. Both songs "In My Room" and "I've Been Wrong" were recorded in Sound Push, a new studio. Radio Veronica tipped the single for the top of the chart.

The **Cat Stevens** composition "I Found Love" will be the third tremendous hit in Holland for **David Garrick**. The very popular singer is going to be the big success of 1967. The English and the German version of the marvellous hit "This Is My Song" of **Petula Clark** are having enormous sales. A French version, "C'est Ma Chanson," will be issued very soon. Also newly released: "Release Me" of the **Everly Brothers**, "Sit Down, I Think I Love You" of the **Mojo Men**, and a very good "Detroit City" by **Arthur Alexander**.

Together with Hitweek and Mr. **Dirkse**, Negram-Delta organised a **Fats Waller** Day on March 18. Some 20 beat groups have studied over two months on 3 **Fats Waller** songs. The group with the best presentation is rewarded a recording contract. A jury consisting of Veronica's **Gerard de Vries, Harmen Siezen** of Tros-radio, Hitweek's **Willem de Ridder**, Negram-Delta's **Hans I Kellerman** a.o., will make the final decision.

Dutch singer **Conny van Bergen** flew to London to make her first recording for British Decca. Conny recorded "I Only Want To Love You" (new **Joop Portengen** composition with lyrics by **Marcel Stellman**) and "Salty Dog."

Ember Records, a leading British independent record company, are getting plenty of activity for their product in Holland. Bovema are about to release the internationally-known model **Twiggy** with her first Ember release "Beautiful Dreams" which will be jointly promoted by Bovema and local music publishers, Chappel & Co. Plans are being made to bring Twiggy over to Holland for a press conference. Ember also reports excellent results from Bovema's distribution of their low-priced budget LP "F.A." series which includes artists like **Sarah Vaughan; Duke Ellington; Errol Garner; Billy Eckstine**, etc.

Iramac, Holland's growing independent record company, is extremely happy about its new project, a session, recorded live at the second Dutch blues festival. With an enormous response the album "H2O In Blue," containing blues recordings by **Peter Klencke, Blues and Sons, Ben Hendricks, Indiscrimination** among others, made at the festival, was released last week. Included are traditional songs as "Louise," "Outskirts Of Town" and also new works which are a further approval of great talent.

Holland's Best Sellers

This Week	Last Week	
1	1	**Penny Lane** (Beatles/Parlophone) (Leeds Holland-Basart/Amsterdam)
2	2	**Land van Maas en Waal** (Boudewijn de Groot/Philips) (Altona/Amsterdam)
3	3	**Let's Spend The Night Together/Ruby Tuesday** (Rolling Stones/Decca Essex-Holland-Basart (Amsterdam)
4	5	**Release Me** (Engelbert Humperdinck/Decca) (Altona/Amsterdam)
5	6	**Na Na Na** (Shoes/Polydor) (Impala Basart/Amsterdam)
6	10	**The Beat Goes On** (Sonny & Cher/Atlantic)
7	—	**This Is My Song** (Petula Clark/Pye)
8	4	**I'm A Believer** (Monkees/RCA) (Internationale Muziek Co./Amsterdam)
9	7	**Snoppy VS The Red Baron** (Royal Guardsmen/Stateside)
10	—	**Monkey On Your Back** (Outsiders/Relax) (Impala-Basart/Amsterdam)

ITALY

Just out, a new single of an old American success of **Ray Peterson** coupled with a new piece especially written for **Michele** (RCA) by **Bardotti Reverberi**: "Quando Parlo Di Te" and "Dite A Laura Che L'amo."

Also of particular notice is the new **Donovan** LP which includes some of his best renditions.

Another version of the fabulous piece "Un Uomo, Una Donna" is now recorded by **Eddie Barclay** (RCA Italiana). In Italy, the music of this wonderful French film is one of the best successes of the 1966/67 Winter season.

Giorgio Gaber—one of our nicest artists—is having excellent success with his "Allora Dai" (Rifi).

Flo Sandon, a performer who can make lyrics pulse with meaning, will have her latest "Bevi Con Me" (RT Club) take part in the Un Disco Per L'Estate contest which launches the Summer songs.

Italy's Best Sellers

This Week	Last Week	Weeks On Charts	
1	2	3	*Pietre—Antoine (SAAR) Gianpieretti (Vedette) Published by Sciascia
2	1	3	*Cuore Matto—Little Tony (Durium), Mario Zelinotti (Durium) Published by Durium
3	3	3	*Ciao Amore Ciao—Luigi Tenco (RCA), Dalida (RCA) Published by RCA Italiana Ricordi
4	7	3	*Quando Dico Che Ti Amo—Annarita Spinaci (Interrecord) Les Surfs (CGD) Published by RCA Italiana
5	4	3	*Proposta—Igiganti (Rifi), The Bachelors (Ricordi) Published by La Cicogna
6	5	15	Il Dottor Zivago—Lara's Theme From Doctor Zhivago Orchestra Di Bob Mitchell, Rita Pavone (RCA), Connie Francis (MGM)
6	6	4	Se Perdo Anche Te—Gianni Morandi (RCA) Published by RCA Italiana
7	8	3	Bisogna Saper Perdere—The Rokes (RCA), Lucio Dalla (RCA) Published by RCA Italiana
8	—	1	Quando Parlo Di Te—Michele (RCA) Published by RCA Italiana
9	9	17	Bang Bang—Dalida (RCA Italiana), Equipe 84 (Ricordi), Published by Ariston
10	15	2	Bandiera Gialla—Gianni Pettenati (Cetra) Published by Cetra
11	11	3	*Non Pensare A Me—Claudio Villa (Fonit Cetra), Iva Zanic Chi (Rifi) Published by Mascotte
12	12	2	Domani—Sandie Shaw Published by RCA Italiana
13	10	16	Cento Giorni—Caterina Caselli (CGD) Published by Sugarmusic
14	13	2	E' La Pioggia Che Va—The Rokes (RCA) Published by RCA Italiana
15	14	2	Figlio Unico—Riccardo Del Turco (CGD) Published by Sugarmusic

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EXPO CT 67

Cash Box SCANDINAVIA

DENMARK

Latest releases from Hede Nielsens Fabriker A/S includes a Danish recording of "Guantanamera" with **Smiling Four** on RCA Victor. Other releases include "I Had Too Much To Dream" with **Electric Prunes** and "Takin' The Back Roads" with **Trini Lopez**, the latter two on Reprise.

NPA (Nordisk Polyphon Akts.) has "Detroit City" with **Tom Jones** on Decca among its latest releases. Those also include "I'm A Man" with **Spencer Davis Group** on Fontana and "Here Comes My Baby" with **Tremeloes** on CBS.

NORWAY

Rannie Rommen, also billed as 'the Jenka girl', has done "Oh, Lonesome Me," here titled "Alt Er Så Deilig" and "Winchester Cathedral," in Norway known as "Hva Var Det Jeg Sa" for Triola here. Other recent releases from Arne Bendiksen A/S includes "Epistle To Dippy with **Donovan** on Epic, and a number of LP albums on Dot, Epic and Imperial.

Manu has recorded "Farvel Min Venn" (Farewell, My Friend), one of 305 songs in the local Song Festival competition. **John Norman** is the singer.

SWEDEN

Publisher of "Som En Dröm" (Like A Dream), the song winning Sweden's local Song Festival recently, is being published by Sonora Musikförlag AB who also has obtained the winner of the Italian San Remo Festival last January, "Non Pensare A Me." **Osten Warnerbring** at Karusell has recorded both tunes, the Italian song being here as "Tänk På Mej En Gång". **Inger Berggren** on Sonet has also done the Italian tune in Swedish.

Reuter & Reuter AB is the Swedish publisher of "Nashville Cats," at the moment at the charts here. "Happy Jack," another top selling tune here at the moment, is being published in Scandinavia by Musikförlag Essex AB. **Christian Sylvan** of Reuter & Reuter AB reports to this Cash Box office that they are the publishers of three of the songs from the recent local Song Festival.

Hep Stars, Olga recording group, are now in Nairobi in Kenya where some scenes to their pop picture are being shot. Another Swedish group, **Tages** (recording for their own label Platina) are contracted for a tour in Germany starting March 12th.

Latest releases from SweDisc includes **Emile Ford** with "It Is No Secret" and "He's Got The Whole World In His Hands."

Denmark's Best Sellers

This Week	Last Week	Weeks On Charts	
1	5	6	I'm A Believer (Monkees/RCA Victor) Screen Gems Musikförlag AB, Sweden
2	1	11	Oh, Oh What A Kiss (Uber Die Wellen) (Rocking Ghosts/Metronome) Multitone A/S, Denmark
3	9	3	Let's Spend The Night Together (Rolling Stones/Decca) Musikförlaget Essex AB, Sweden
4	2	11	*Jeg Har Aldrig Fået Noget (Defenders/Sonet) No publisher
5	4	6	People Get Ready (Red Squares/Columbia) Sweden Music AB/Ivaa Mogull Assoc.
6	—	1	*Eidste Dans (Keld & Donkeys/HMV) Imudico A/S, Denmark
7	—	1	Green, Green Grass Of Home (Tom Jones/Decca) Palace Music (Sweden) AB, Sweden
8	—	1	Step By Step (Wishful Thinking/Decca) Belinda (Scandinavia) AB, Sweden
9	8	6	Somewhere, My Love (Connie Francis/MGM) Mørks Musikförlag, Denmark
10	—	1	Lilli Ann (Johnny Reimar/Philips) Imudico A/S, Denmark

Norway's Best Sellers

This Week	Last Week	Weeks On Charts	
1	1	2	Penny Lane (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
2	2	7	I'm A Believer (Monkees/RCA Victor) Screen Gems Musikförlag AB, Sweden
3	3	6	Let's Spend The Night Together (Rolling Stones/Decca) Musikförlaget Essex AB, Sweden
4	4	10	Green, Green Grass Of Home (Tom Jones/Decca) Palace Music (Sweden) AB, Sweden
5	7	7	Mellow Yellow (Donovan/Epic) Southern Music AB, Sweden
6	—	1	Du Ska På Mej (Sven Ingvars/Svensk-American) Seven Brothers Music Inc./Edition Odeon, Sweden
7	5	12	Vid Din Sida (Sven Ingvars/Svensk-American) Seven Brothers Music Inc./Edition Odeon, Sweden
8	6	18	I Natt Jag Drömde (Last Night I Had A Strangest Dream) (Hep Stars/Olga) Musigförlaget Essex AB, Sweden
9	—	1	Snoopy VS The Red Baron (Royal Guardsmen/Stateside)
10	8	2	Jeg Vil Ha En Liten Hund (Little Eris/Polydor)

*Local copyright.

Mexico's Best Sellers

1 El Cable—Mario y sus Diamantes (Peerless)—Los Aragón (Musart)—Carmen Rivero (CBS)—Toño Quirazco (Orfeon)—(Mumusa)
2 Bravo—Olga Guillot (Musart)—Sonia (RCA)—Celia Cruz (Orfeon)—(RCA publishing)
3 Guantanamera—Sandpipers (Tizoc)—Digno García (Veltro)—Hnos. Castro (RCA)—Enríque Guzmán (CBS)—Manolo Muñoz (Musart)—Perez Prado (Orfeon)—Libertad Lamarque (RCA)—Chuck Anderson (CBS)—(P.D.)
4 Batiingando—Sonia López (CBS)—Los Espías (CBS)—Comparsa Universitaria de La Laguna (RCA)—Pablo Beltrán Ruíz (RCA)—(Mumusa)
5 Diablo Con Vestido Azul-La Plaga (Devil In A Blue Dress)—Los Yaki (Capitol)—Los Rockin Devils (Orfeon)
6 Soy Un Creyente (I'm A Believer)—The Monkees (RCA)—Roberto Jordán (RCA)—Los Monky's (Orfeon)—(Mumusa)
7 La Catedral De Winchester (Winchester Cathedral)—New Vaudville Band (Philips)—John Smith (Gamma)—Marcos Lizama (Capitol)—The New Happiness (CBS)—Los Rockin Devils (Orfeon)—Los Aragón (Musart)—Abril (Peerless)—Miguel Ramos (Gamma)—(Pham)
8 Mirando Las Muchachas (Music To Watch Girls By)—Bob Crewe (Capitol)—Les and Larry Elgart (CBS)—Pepe Gonzalez (Musart)
9 Brazilia—Tony Mottola (Gamma)—Herb Alpert (Tizoc)—Los Aragón (Musart)—Chuck Anderson (CBS)—Polo (Peerless)—(Fermata Mexicana)
10 Cafe Express—Stoller And Lieber (Gamma)

Cash Box JAPAN

Looking through the new pop singles, "Chiisana Shiawase" or "Little Happiness" of **Wild Ones** is highly-recommended by most of the pop critics. The tune is the second release for the group. The first release was "Omoideno Nagisa" on Capitol which became a big smash hit here. R&B seems to need more time to become more popular here in Japan. However, Nippon Victor and Teichiku Records seems to put a strong forte on it. Teichiku Records released three R&B numbers, and Nippon Victor released two. Among them: "Looking With My Eyes/Only The Strong Only The Brave" with **Dionne Warwick** on Scepter; "I've Got To Be Strong/Where Did She Stay" with **Chuck Jackson.**

Thus, at present, every record company is likely to release hit tunes of America and England, among which expected hit tunes released this month are "Snoopy Vs. The Red Baron" of **Royal Guardsmen** on Laurie, "Georgy Girl" of **Seekers** on Capitol, "Green Green Grass Of Home" of **Tom Jones** on Parrot, "Good Thing " of **Paul Revere and Raiders** on Columbia, "I Can't Control Myself" of **Trogsmen** on Philips, "Manxman" of **Spotnicks** on Polydor, and "Balla Balla" of **Rainbows** on Columbia.

In wake of Philips of Japan, Toshiba Records, and Columbia Records, Teichiku Records started to release pop originals on Union labels in February, the first release of which is the "Akarino Naimachi" or "The Town Without Light" with artists the **Fingers**. It was reported to have sold 30,000 copies within a fortnight, while the second release is "Kazeno Ballad" or "Ballad Of Wind" with **Kinya Kitaoji** which is a theme song of TV drama and reportedly sold more than 50,000 copies also within a fortnight.

Japan's Best Sellers

ALBUMS

This Week	Last Week	
1	1	Best Of Peter, Paul & Mary No. 2—Peter, Paul & Mary (Warner Bros.)
2	2	Joan Baez Golden Album—Joan Baez (Vanguard)
3	3	Andy Williams Deluxe—Andy Williams (CBS)
4	5	Continental Tango In Tokyo—Alfred House (Polydor
5	—	Continental Tango Deluxe—Stanley Black (London)

LOCAL

This Week	Last Week	
1	2	Isshin-Tasuke—Edokko Matsuri, Kazuo Funaki (Columbia)
2	7	Koibito O Sagaso—Teruhiko Saigo (Crown)
3	10	Kimikoso Wagainochi—Hiroshi Mizuhara (Toshiba)
4	1	Kaeritakunai-No—Mari Sono (Polydor)
5	6	Yuki-Aru-Mono—Sayuri Yoshinaga (Victor)
6	3	Shinjiteitai—Sachiko Nishida (Polydor)
7	4	Kiri No Mashu-Ko—Akira Fuse (King)
8	9	Singapole No Yowa Fukete—Yukio Hashi (Victor)
9	5	Ippondokko No Uta—Kiyoko Suizenji (Crown)
10	—	Onna No Hatoba—Shinichi Mori (Victor)

INTERNATIONAL

This Week	Last Week	
1	2	Nantonaku Nantonaku—The Spiders (Philips) Sub-Publisher/TOP
2	1	Gone The Rainbow—Peter, Paul & Mary (Warner Bros.) Sub-Publisher/Nichi-On
3	5	Balla Balla—The Rainbows (CBS) Sub-Publisher/Shinko
4	4	Little Man—Sonny & Cher (Atco) Sub-Publisher/—
5	3	Last Train To Clarksville—The Monkees (RCA Victor) Sub-Publisher/Shinko
6	8	I'm A Believer—The Monkees (RCA Victor) Sub-Publisher/Shinko
7	6	Izuko-E—The Blue Comets (CBS) Sub-Publisher/Nicolum
8	11	In My Room—The Walker Brothers (Philips) Sub-Publisher/EMP
9	7	Yuhi Ga Naiteiru (Sad Sunset)—The Spiders (Philips) Sub-Publisher/Shinko
10	13	Back Home Someday—Sound Track (Seven Seas) Sub-Publisher/Shinko
11	10	Omoide No Nagisa—The Wild Ones (Capitol) Publisher/Watanabe
12	9	Devil With A Blue Dress On & Good Golly Miss Molly—Mitch Ryder & Detroit Wheels (Odean) Sub-Publisher/Taiyo—Kusano
13	—	I'm A Boy—The Who (Polydor) Sub-Publisher/Shinko
14	12	Winchester Cathedral—New Vaudeville Band (Fontana) Sub-Publisher/—
15	14	The Hair On My Chiny Chin Chin—Sam The Sham & Pharaoes (MGM) Sub-Publisher/Shinko

Cash Box MEXICO

Hoping to sell another 100,000 copies (as he did with "El Despertar"), **Marco Antonio Muñiz** recorded at RCA the theme "María, Linda María" (Spanish versión of "Aquamarine") b/w "Celoso."

Two new Orfeon recordings out last week. The songs are "See See Rider" and "Chiquita Mía" with new group **Los Grecos**, and "Come Girl" with "Superticiosa" with **Los Crazy Birds.**

Among latest recordings released by DUSA company are Verve LP's "Big Band Bossa Nova" and "Stan Getz With Laurindo Almeida." On Polydor, the new tropical combo of **Sonora América of Baldomero Roa**, and on MGM an album by **Sandy Posey.** In the extended and single field there are "Love Me" and "Crazy Baby" with **Bobby Hebb**; on Polydor an EP with **Los Niños Alegres** and "Paseo de las Palmas" and "Summer Samba" with **Los Dominic.**

Mario Freidberg, vice president of Tizoc Records, informs us that in a few days the second album of **Sergio Mendes** will be out. Mario's publishing house "Tocali" signed with French publishing "Rideau Ruge" to collect rights of the song "Et Maintenant." The Tizoc catalog signed two new rock and roll groups under the name of **Los Haffa** and **Los Trixon.** From Fermata Mexicana, we learn that they have the rights of the popular songs "Teresa" and "La Banda."

Since the death of Mexican idol **Pedro Infante** (April 15, 1957), Peerless has released 40 of his long plays, 25 of them have sold more than 100,000 copies.

Cash Box ARGENTINA

The wedding of Palito Ortega to cinemactress Evangelina Zalazar made headlines in all the newspapers and fan magazines last week in nearly unprecedented coverage with entire pages devoted to the details of the ceremonies. There was a giant party at the Tiro Federal celebrating the event with nearly all the artistic world present. As a sort of associated celebration, Palito's "La Felicidad" reached to top of the charts. Palito has been Argentina's top teen artist for five years.

The Instituto Verificador de Grabaciones has compiled a list of the records and artists most played by radio stations during the past weeks. The titles that received most of the promotion are "Ciao Amore Ciao," "La Banda," "Estoy de Rodriguez," "La Felicidad" and "Non Pensare A Me." The artists receiving most exposure were Los Panchos, Frank Sinatra, Jose Feliciano, Tito Alberti and Juan Ramon. A detailed report, day by day, is made available by the IVG to record companies and publishers as a regular service.

Odeon has named Edgar Spinassi its new tango & folk music A&R man, in charge of all the work related to this department. Spinassi is well known for his work in both fields, is also a composer and arranger, and was present at the recent Cosquin Folk Festival giving a series of lectures covering aspects of folk music.

This Cash Box representative was invited last week to the Baradero Popular Music Festival some 100 miles north of Buenos Aires. The Festival was tied-in with a song-selecting program on TV Channel 7, and the decision of the jury was made known at the end of the contest. There were five prizes, awarded to four songs of each part of the country (north, west, east and south) and a tango. Winning composers wer Oscar Valles, Waldo Belloso, Margarita Duran, Eduardo Lagos (newspaperman and music reviewer of "La Prensa") and Gonzalez Farias. It is expected that most of the record companies will record the winning songs and others that appear to have commercial value.

Philips' A&R czar Santos Lipesker reports strong sales on Johnny Hallyday's recordings after the visit of the French chanter to Argentina last month. Johnny has gained a strong place among teen singers, mainly through his version of "Noir C'Est Noir" and his recent LP, "La Generation Perdue."

The Sinatra craze is also continuing now through his "That's Life" single—strongly promoted and showing healthy sales signs—and the "Sands" album, rush-released by Sicamericana. Selasco's label is also enjoying continuous success with Nancy Sinatra, currently in the charts with "Sugar Town" and "Friday's Child." As it may be seen, the Reprise label is firmly established in this country.

Disc Jockey has released a new singer by newsmaking French artist Dalida, this time with "Ciao, Amore, Ciao." The suicide-provoking song is steadily gaining force in this country. Coincidentally, Dalida's "Little Man" is selling strongly and appears this week in the charts for the first time.

Argentina's Best Sellers

This Week	Last Week	
1	2	*La Felicidad Palito Ortega (RCA); Los Cinco del Ritmo (Microfon)
2	1	La Banda (Fermata) Chico Buarque, Mario Zam (Fermata); Las Cuatro Voces (CBS); Tropical Combo (Music Hall); Nara Leao, Os Cariocas (Philips); Cinco del Ritmo (Microfon); Juan Ramon, Freddy Tadeo (RCA); Minerva (HyR); Cuarteto em Cy (Trova); Lucio Milena (Disc Jockey)
3	3	Amor Gitano (Korn) Jose Feliciano (RCA)
4	4	Winchester Cathedral (Edami); New Happiness (CBS); Frank Sinatra, Lawrence Welk, Gus (Music Hall); Bull Dogs (RCA); New Vaudeville Band (Philips); Juan Ramon (RCA); Mr. Trombone, Los Alpinos (CBS); Billy Bond (Odeon Pops); Los Doltons, Lucio Milena (Disc Jockey)
5	7	Un Homme Et Une Femme (Fermata): Los Tahures (Odeon Pops); Soundtrack (CBS); Eddie Barclay, Mireille Mathieu, Rachel Rey (Disc Jockey); Lucio Milena (Disc Jockey); Frank Pourcel (Odeon); Chet Baker (Trova); Los Elegantes (Music Hall)
6	9	Noir C'Est Noir Johnny Hallyday (Philips); Dino, Desi & Billy (Music Hall); Los In (CBS)
7	5	Mes Mains Sur Tes Hanches (Korn) Adamo (Odeon Pops); Lucio Milena (Disc Jockey)
8	10	Reach Out, I'll Be There Four Tops (Tamla Motown)
9	6	Funeral Del Labrodor Barbara & Dick (RCA); Odette Lara (Trova); Lucio Milena (Disc Jockey)
10	8	Estoy De Rodriguez Los Cinco del Ritmo (Microfon); Manolo Corrales (Disc Jockey); Tito Alberti (Music Hall); Los Flamencos (CBS)
11	16	That's Life Frank Sinatra (Reprise-Music Hall)
12	15	Strangers In The Night (Fermata) Frank Sinatra (Reprise-Music Hall); Los Tahures (Odeon Pops); Jose Feliciano, Living Brass (RCA); Luis Dimas, Marito Gonzalez (Music Hall); Dalida, Lucio Milena (Disc Jockey); Bert Kaempfert, Elio Roca (Polydor); Segio Mas (CBS)
13	11	*Chola No Quiere Cholo Cuarteto Imperial (CBS)
14	18	Disparada Gerardo Vandre (RCA); Jair Rosrigues (Philips); Sandro, The Marines (CBS)
15	12	Vuelo 502 (Melograf) Cinco del Ritmo (Microfon); Manolo Corrales (Disc Jockey); Rosarito, Los Guajiros (RCA)
16	13	Hambre (Korn) Vicky Valdivia (Music Hall); Blanca Rosa Gil (Quinto); Ronnie Montalban, Roberto Yanes, Los In (CBS); Diana Diaz (Disc Jockey)
17	17	*La Madrugada Coco Diaz (Odeon)
18	20	Friday's Child Nancy Sinatra (Reprise-Music Hall)
19	14	Sunny Bobby Hebb (Philips); Manolo Munoz (Music Hall)
20	—	Yellow Mellow Donovan (CBS)
20	—	Little Man (Dalida (Disc Jockey); Frank Pourcel (Odeon); Lawrence Welk (Music Hall); Barbara y Dick (RCA); Los In (CBS)
20	—	Ciao Amore Ciao Gianfranco Pagliaro (CBS); Juan Ramon (RCA); Los Nocturnos (Music Hall)

*Local

Cash Box BELGIUM

Editions Palette proudly announces Will Tura's 1st instrumental L.P. "Will Tura Plays Will Tura." This exquisite L.P. brings pop singer Will Tura playing his hit songs on the piano. Another great Palette L.P. album is Andre Brasseur's second L. P. "More Multi-Sound," bringing more of his numbers on the electric organ. French Michell Polnareff's latest hit "Ta Ta Ta Ta" is climbing steadily on Belgium's Hit Parade. Belgian hit group Le Klan (Palette) will appear next to the Rolling Stones in France's top of the pop's program "Musicorama."

World Music Publishing firm obtained the publishing rights for "Peek A Boo," "Going Back To Gloria," and "Detroit City."

Publishing rights in Belgium for the Outsiders song "Monkee On Your Back" are held by Primavera Publishers. The record is released on Relax-label.

Editions Chappell released an E.P. with "Georgy Girl," "Pauvre Jessie," "Pendant Des Jours Et Des Jours" and "L'Air D'Autrefois," brought by a new group the Hamsters on CBS label. The featuring number of course is the French version of "Georgy Girl."

Jean Meeusen, General Manager for Frankie and Rakki Music has high hopes for Jimmy Gilmer's newest "Shy Girl" and Barry Allen's "An Armful Of Teddy Bears," both produced by Norman Petty. "Shy Girl" is Jimmy's best in a long time.

Also scheduled for near release are following USA masters: "Stop Telling Lies About Me" by Beau Hannon, "What A Relief, It's All Over" by the Dudes plus Jimmy Gilmer's L.P. "Lucky 'Leven" and the Fireball's L.P. "Campusology."

Frankie Music also released Roman Reed's "Serenade In The Night." This J. Meeusen production is now released in Germany, Ausralia, Scandinavia and France. Norman Petty has the rights for the USA and Canada.

Belgium's Best Sellers

Flemish Top 10
courtesy HUMO

1 Green Green Grass Of Home (Tom Jones/Decca)
2 I'm A Believer (Monkees/RCA)
3 Release Me (E. Humperdinck/Decca)
4 Hello, Buona Sera (Rocco Granata/R. G. Records)
5 Snoopy Vs. The Red Baron (Royal Guardsmen/Vogue)
6 Inch Allah (Adamo/HMV)
7 El Bandido/De Fanfare (Will Tura/Palette)
8 La Chanson De Lara (John William/Polydor)
9 Let's Spend The Night Together (Rolling Stones/Decca)
10 C'Est Ma Chanson (Petula Clark/Vogue)

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COIN MACHINES & VENDING

Cash Box

Editorial

The Middleman

If recent signs of Congressional pressure seem to indicate that increased jukebox royalties may be paid through the passage of a copyright bill in the near future, the upcoming Senate hearings (March 17) on the current bill are crucial for all parties concerned. They could conceivably choke on the bone of Section 116.

Section 116 was written in Congress by Congressmen at a time when the contestants, operators and performance rights societies, seemed unable to arrive at a compromise. It reflects Congressional anxiousness to have the jukebox question—an isolated, minute portion of a much larger bill—resolved, so that the overhaul of the entire existing copyright system may be brought to vote, passed and closed.

Section 116, with its cluttered and complicated system of listing all records played on a jukebox during the year, involves the Federal Government as a kind of customs house, making it the middleman between those parties truly concerned, the operators and the performing rights societies. As anyone in business knows, the middleman costs more than he is worth. Save for the employment it would provide for several hundred Washington residents as Government clerks, Section 116 has nothing to recommend it to either side.

It would involve the operator in a depressingly heavy amount of plodding paperwork, comparable to counting a pile of beans and making notations of the length and width of each bean. The average man has enough trouble making out his income tax forms, despite the Government instruction booklets, and the counting of beans every three months, with a grand total at the end of the year, looms as a miserable and confusing job.

But it does not end there. The beans would be sent to Washington, where the staff of the Registrar of Copyrights would then have to count them, and finally the performing rights societies would have to count them to make sure the operators and the Government hadn't made any mathematical mistakes. The mind boggles and the eyes blur.

The system devised in Section 116 is probably the most inefficient and costly way of paying the theoretical royalties. The average operator would be compelled to hire one or several clerks to tabulate the records he buys, and if he could not afford to do that, he would have to do it himself. Much time would be consumed on filling out forms—time that is necessary to keep his route in shape, his machines in good working order and his locations satisfied.

The proposal has been made by MOA that the mechanical royalties on records be increased, and that all paperwork be avoided. So far no one has come up with a simpler solution or one that seems to provide the royalties in question to the parties in question as quickly as possible.

If a record is a hit, even a local hit, the operator will buy it; he must buy it. Does it not seem best, therefore, to increase the mechanical royalties, to make payment direct and sure, and to avoid the middleman?

It may be hoped that the performance rights societies also desire swift and sure payments to their clients, and that they realize that Section 116 is not built for speed. What seems best, if royalties are to be paid, is that a compromise be reached by the operators and the societies, and that they present a fair and equitable compromise which can be quickly incorporated and passed—to the relief of the Congress, and the unburdening of the operator.

Wurlitzer Gives Juke Mfg. License to Peruvian Firm

N. TONAWANDA—Robert H. Bear, manager of sales of the Phonograph Division of the Wurlitzer Company announced the licensing of Manufacturas Peru S.A. to import, assemble and manufacture components of the Wurlitzer coin-operated phonographs, commencing with the current model, the "Americana." The manufacture will run model-for-model with those produced in the United States at the North Tonawanda Division. An associated company, Importaciones Peru S.A., which has been an authorized Wurlitzer Distributor since 1953 will continue to handle distribution throughout Peru.

Andres Echevarria, Wurlitzer sales manager for Latin America, recently completed arrangements for the licensee arrangement with the principals of both companies.

Carlos Dogny, chairman of the board and major stockholder of both operations will be chief administrative officer. Dogny, well known in South American financial circles is, in addition to his association with these two organizations, one of the

(Continued on page 74)

The building complex housing Importaciones Peru, S.A. and Manufacturas Peru, S.A. in Lima, recently appointed a manufacturing licensee for Wurlitzer phonographs.

Wurlitzer/Ditchburn

CHICAGO—Richard L. Cole, executive vice president of Ditchburn Vending Machines, Inc., a subsidiary of the Ditchburn Organization of England, announced last week the appointment of the Wurlitzer Company offices in San Francisco and Los Angeles as distributors of the "Magicold" ice-in-the-cup dispenser.

This latest move gives Ditchburn complete distribution coverage in the State of California.

THE HOT BOX

this week's big stories

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'Tac' Elms' 35th Anniversary ..... P. 70
Williams Bows 'Altair' Shuffle ..... P. 71
NAMA Midwest Confab ..... P. 75
Wurlitzer Service: IV ..... P. 74

MOA Board Meets in Washington; Spirits Up; 52 Attend

WASHINGTON, D.C. — Though it was snowing in Boston and raining in New York, the sun was out here, and some considered it a good omen.

Winding up four days of intense work, fifty-two directors of the Music Operators of America, the highest number ever to attend a board meeting, packed their bags and caught planes and trains home. Behind them they left a marathon record of association meetings and personal calls on Congressmen.

The energy expended by the directors came after a lightning-quick reporting out of the latest jukebox royalty bill to the House Rules Committee last week. Although it was expected that action would be swift, the association had asked again for a hearing on Section 116 of the bill, which details the means by which operators would pay increased royalties to the performing rights societies, who in turn, according to theory, would then spread the extra money around to the songwriters.

FRED GRANGER

"You know, some of the Congressmen involved may be under the impression that when the songwriters are mentioned, it means Jerome Kern or Irving Berlin," said one operator. "It doesn't. It means some guy who sits down and whips out a sappy lyric in five minutes and just by sheer luck, a hot group picks it up, records it and the record sells a million copies. That's one of the things Bill Cannon pointed out at the hearings in 1965, but I don't know if it sank in. I think a definition of the music industry is involved, and so far as I can see, that definition is just dumb luck."

The key man in the upcoming Senate hearing is subcommittee chairman John L. McClellan, the Arkansas Democrat who became known to the country through televised Senate investigations of illegal labor practices and syndicated crime. Several years ago when the *Armstrong Circle Theatre* presented a play about a small-town operator hounded by a syndicate, McClellan appeared at the end of the program to deliver a statement pointing out that the situation in the play was not typical of the jukebox industry.

"I don't think we need worry about the public image of the industry in Congress," said MOA president James Tolisano. "It's come a long way in a very short time. The Congressmen know that the average jukebox operator is a small businessman with a small businessman's problems. Our job is to convince the Senate sub-committee that Section 116 is, as we think it is, an unreasonable and unnecessarily complicated way of paying royalties. The whole thing could be done so simply—and effectively—by increasing the mechanical royalties on the records."

Commenting on Section 116, one operator said, "Why, the average jukebox man isn't a mathematician. In order to comply with the law about listing all his records, he'd have to go out and hire six girls to do nothing else but fill out forms. Now, I don't think he's got the money to put on that extra staff and he can't do it himself—he's too busy on the route servicing machines, looking for new locations, trying to keep the ones he's got, working out commissions with location owners, studying contracts. Now, if the bill becomes law and he forgets or doesn't have the time to write down all the thousands of records he buys, he becomes liable for fines. He may even lose his license. He shouldn't be made a lawbreaker just because he can't multiply and divide. That's what I'd want to say to the Senate—don't make this average Joe a lawbreaker just because he isn't a CPA. Think of the number of records jukebox operators buy. Thousands and thousands hundreds of thousands. Then think of listing them. Man, oh man."

Although most of the four days were devoted to the visiting Congressmen and selecting witnesses for the Senate hearings (see box) there was a special meeting at which reorganization of various committees and the working machinery of the association were discussed.

Managing director Fred Granger said on Tuesday night: "I think it's been a very successful meeting. Certainly everyone gave of their best and the attendance was outstanding. We've accomplished what we came here to do—coordinate strategy and tell our side of the story to as many Congressmen as possible, in the House and Senate. I think we're as well prepared as we can be for the hearings and I think we'll have an effective presentation. You can never predict how these things will turn out, but we're going to give it all we've got."

The Witnesses

Following is a list of operators who are scheduled to appear as witnesses for MOA before the Senate Judiciary Subcommittee hearings March 17 in Washington, D. C.

James Tolisano, *Florida*

Bill Cannon, *New Jersey*

Leoma Ballard, *West Virginia*

Irving Linderholm, *North Dakota*

Ted Nichols, *Nebraska*

Nicholas Allen (legal counsel; summation)

(Robert Nims, *Louisiana*, is also scheduled to appear, representing the National Small Business Administration.)

Tolisano Sees Precedent Set In Selection Of FAMA Exec. Director

JAMES TOLISANO

CLEARWATER, FLA.—James Tolisano, president of MOA and treasurer of FAMA, the Florida coin association, said last week that the association has scored "what I believe to be a 'first'—we have hired a professional, non-industry director to run a local organization."

He is Milton Starm of Tallahassee, an attorney with experience in public relations. Tolisano said he hoped the hiring of Starm would set a precedent for other state and local associations. "My idea would have the state associations patterned after MOA. It would, I think, make for greater efficiency and strength for local, state and national problems."

Tolisano also said that Starm's presence and efforts are helping to resolve a local pool table problem. "There seems to be some misunderstanding in the state government about coin pool tables, as opposed to regular tables. We are working on the problem now and I think it will be happily resolved."

Another priority program of FAMA is the establishment of local service schools, such as Jack Moran's Institute in Denver. "Moran deserves a lot of credit for starting things off and showing the industry that his idea works. We need trained mechanics so desperately. Wesley Lawson, the president of FAMA has done outstanding work to formulate service schools in Florida and he deserves a big round of applause. We feel that FAMA has really come alive in a very short time, and we intend to keep growing."

BULLETINS

WASHINGTON, D. C.—MOA managing director Fred Granger said Tuesday night (7) that the performances rights societies had invited a delegation from MOA to attend a meeting of the societies here March 8.

Granger said the invitation contained no specific details. The invitation came through the Registrar of Copyrights office.

Granger said the MOA delegation would include himself, president James Tolisano, chairman of the board John Wallace, secretary Bill Cannon, Henry Leyser, vice president, Harry Snodgrass, past president, and legal counselor Nicholas Allen.

WASHINGTON, D.C.—An informal meeting between representatives of the performance rights societies, MOA executives and Government personnel took place here March 8.

MOA managing director Fred Granger said, "the subject of the meeting was the statutory language and methods for a jukebox royalty system —there was no discussions of rates."

"We felt we recognized a desire on the part of the public officials to find a fair and simple solution. The meeting lasted about an hour and a half, and although no conclusions were reached, we felt it was a valuable meeting."

Attending for the performance rights societies were Sidney Kaye, president of BMI, Stanley Adams, president of ASCAP, Alfred Ciacimino, president of SESAC. The Government was represented by Herbert Fuchs, counsel for the House Judiciary Committee and Abraham Kaminstein, the Registrar of Copyrights.

Legal observers representing the phonograph manufacturers included Perry Patterson and Ray LaRocca.

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DS-160	595	161-DH	325
AY-160	495	L-100	250
AQ-160	395	100-J	225

Wurlitzer

3000	Like New	$795

WALLBOXES

Seeburg

S-160	160 Sel.	$95
3Wa	160 or 200 Sel.	39
3W1	100 Sel.	15

AMI

120	120 Sel.	$15
WQ-200	200 Sel.	25

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Rock-Ola Bids Fair at Holland Horecava Fair

P. van Dessel & Co. were appointed Rock-Ola's main agents for Holland last year and have already run up an impressive sales record. At the Horecava Fair '67 in Amsterdam last January, one of the most important shows in Holland, they displayed the Rock-Ola phono and coffee vendor lines, both of which are well received.

Skriver Returns To Lead German Arcade Ops

HAMBURG—When the Arcade Owner's Association of which he was President, was dissolved in 1963, Lars K. Skriver of Skriver Brothers, Hamburg, Germany, well known Danish born arcade operator and importer of amusement machines, withdrew from association work.

However, in order that German Arcade owners interests can be more efficiently defended than during the past few years, Skriver has accepted the post of Director of "Verband Des Norddeutschen Automaten-Gewerbes e.V." (The North German Operators' Association).

Other members elected to the board of Directors at its annual meeting on January 31st were Carl Heinz Wende (President); Dr. Werner Hillert (Vice President); Hans Jurgen Glawe, Erich Schneegass, Max Walden and Erhard Bodi.

John 'Tac' Elms: 35 Years of Doing Modern Business

NEW ORLEANS—The Mardi Gras came early in February this year but a round of events taking place in March will remind many of the exciting pre-lenten celebrations that are an annual affair in this fun-loving city.

Hundreds of people will congratulate John "Tac" Elms on the 35th anniversary of his entering the coin machine business. Much of the wonderful success of those 35 years is based on the fact that New Orleans is a fun-loving and music-loving city and "Tac" Elms painstakingly gave residents and visitors the kind of music they wanted through his hundreds of coin phonograph installations in the Greater New Orleans area. State, parish and city officials will join with fellow operators, location owners and myriads of friends in a variety of ways to pay tribute to the chairman of the board of Tac Amusement Company, Inc. and the organization he has built over a 35 year period which today employs over 100 people.

Reminiscing for a bit, Elms looked back to the events leading to his entry in the coin machine business. His father had died when he was a year old. His mother ran a grocery store to help provide for Tac and his two sisters. When he was old enough, he worked in the store and came to learn the value of money for, as he puts it, "some items you sold brought in a quarter of a penny profit. You had to do a lot of work to earn a nickel of profit." It was in the early days that the nickname Tac came to John Elms for he was always working extra long and extra hard to earn an extra nickel, then called a "tac" by many.

To augment income, Tac took on a bread delivery route and soon got to know not only most of the streets of New Orleans but many of the owners of restaurants and taverns on them. He took a chance placing some bagatelle machines in one tavern and soon branched into music, via Seeburg phonographs, then called Audiophones. Although the name of the coin operated phonograph soon changed, the term Audiophone is still used by many. Tac pays great tribute to the Seeburg product stating that its reliability through the years has contributed greatly to his success. Among the 1500 pieces his firm operates, all the phonographs are by Seeburg.

John 'Tac' Elms with son John Jr. look back on 35 years of success and ingenuity, and an exciting future. Photo right: An outside view of the house that 'Tac' built.

Tac says that he learned many things in his youth that helped him in his business career. After he was "run up, not raised up," he learned that the real definition of luck is "when preparation meets opportunity," and he has applied plenty of preparation in all of his business transactions, for by his own admission, work is his only hobby.

His wife Josephine would disagree with Tac on that point for while he is a man who frequently works from early morning until late at night, he has been a devoted husband and father. She points out that he spends all available time with her and their four children, John Jr., Joyce, Rita and Regina. One of his proudest times was when John Jr. and Regina presided last year as King and Queen of a Mardi Gras Grand Ball and Gala, an event attended by thousands. As a native of New Orleans, Tac knows of the great honor attendant to being selected as King or Queen and to have a son and daughter simultaneously selected to the position gave him tremendous pleasure.

His family, as well as his friends, will also join in March to honor Tac for another purpose. In addition to his 35th anniversary in the coin machine business, 1967 will also bring Tac the 61st anniversary of his birth. This event is bound to bring additional recognition to Tac for his philanthropic activities, a subject about which he declines comment. He has been an ardent supporter of the NORD Crescent baseball league, The American Legion Junior Baseball League and a variety of other sports activities.

Other civic contributions have brought Tac appointments to honorary positions in the New Orleans Police Department, as an Honorary Attorney General for the State of Louisiana and as an Honorary Colonel on the staff of Governor John McKeithen.

Another impressive recognition came from the Archdiocese of New Orleans who conferred the Order of St. Louis XIV of France upon Tac for his thought, activities and consideration for the youth of the area. Those who know Tac well attribute his love of sports and young people to the fact

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Williams Unveils "Altair" Six-Player Shuffle

Williams ALTAIR 6P

CHICAGO—With the anticipation of the budding, new spring season a few weeks hence Sam Stern, president and general manager of Williams Electronics, Incorporated, dramatically removed the wraps on the handsomely cabinetted "Altair" six-player puck shuffle alley bowler this past week. In keeping with this occasion production and all other allied facilities in the large, modern Williams-United factory on the far northwest side of this city has been geared for heavy sales activity.

With five exciting ways to play and score "Altair" features the "Match Bonus" scoring game--"a bright, new way to play." In scoring this game if the player can match one, two or three strikes in each frame (as indicated on the backglass) he scores 100, 200 or 300 points. A perfect game consists of 21 strikes with a score of 2730 points. "Match Bonus" is bound to easily entice many skilled players in locations.

Other scoring games in United "Altair" puck shuffle bowler include such perennial favorites as: "Dual Flash," "Bonus Lane," "Flash" and the old favorite bowling standard "Regulation" bowling.

Stern was obviously carried away in his description of the "Altair" puck shuffle alley, over the eye-appealing cabinetry (color combination, high styling, appointments and durability plus features). Another factor Stern was gleeful over was the immediate acceptance of this new beauty in so many areas in this country and in the foreign markets.

"Altair" puck shuffle alley boasts such proven other features as very effective extra duty pin hangers, an exciting, new playboard design and an ultra modern design backglass. Single, double or triple coin chutes are optional. There are also dividers in the cash box for the various coin denominations.

United's "Altair" puck bowler takes its place alongside such other current Williams-United proven money makers as Williams "Arctic Gun" and "Magic City" single player flipper (and "Magic Town" add-a-ball model), and United's "Aztec" big ball bowling alley.

Melone & Lipkin Off On Display And Distributor Journey

UNION CITY, N.J.—Sol Lipkin, American Shuffleboard executive, advised that he and general manager Nick Melone will be off on a sales trip to Las Vegas this week.

The firm will be exhibiting at the National Association of Physical Health and Education show, where American's bankshot pool table, Shuffle 88 will be featured.

After the show, Melone and Lipkin hope to make a distributor tour before returning to the foctory. "We are," said Lipkin, "very, very, very busy."

"The reaction to our Shuffle '88 has been very gratifying," said Melone, "and we are the recognized leaders in the shuffleboard field. We have several new projects in development.

Ewald Fischer Gives New Building To Boy Scouts; "My Dream"

EWALD FISCHER

TIPTON, MO.—Ewald Fischer's "long nurtured dream to help advance the cause of the Boy Scouts of America" in his community, has recently become an actual accomplishment. Fischer, president of Fischer Manufacturing Company, nationally known manufacturer of billiard tables and equipment located here, presented a new administration and service building to the famed youth organization.

The building is situated in a 319 acre camp site known as the Hohn Scout Reservation, on the lush shores of the Osage Arm of the Lake of the Ozarks. This property was used as a summer camp for the Boy Scouts in the Lake of the Ozarks Council for the first time last summer. Fischer is vice chairman of the Camp Development Committee.

Rev. Roland G. Hohn, of Cincinnati, Ohio, who donated the land comprising the reservation, was unable to attend the dedication because of illness. But Fischer, who glowingly referred to the Hohn Scout Reservation as "the ideal camp for growing boys," was extremely elated when he viewed "the finished product of my dream."

In his dedication address, Fischer said: "We should all do our utmost to champion the good cause of the Boy Scouts of America in every possible way we can. Especially in these trving times when the youth of our land are faced with such enormous and serious problems in their daily activities. We are very proud and happy to be a part of this great and worthy project for boys."

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'Round the Route

EASTERN FLASHES

IN THE CELLER—Red alert! The House Judiciary Committee has passed, with all deliberate—nay, frantic—speed, the latest jukebox royalty bill to the Rules Committee. Next step: the House vote. On March 17, Friday the Senate will hold hearings on the bill, including Section 116, which might also be called, "How I Learned To Cut My Profit Margin To The Bare Bone In Twenty-Four Thousand Entries Or Less." Now is the time for all operators, MOA members or not, to write their Senators and Congressmen and tell them briefly and truthfully what Section 116 will do to them if passed. Are you tired of twenty years debate? Does it all seem mechanical to you now? Do you strug your shoulders when the alarm is sounded? Do you believe that it will all pass away as before? It will not. Since the Congress seems determined to pass some kind of copyright legislation, the jukebox industry must be involved. The total copyright bill is huge, the jukebox part of it small, and if Congress is anxious to get the copyright matter out of their hands, a bill—maybe not this year's—although it's closer than ever before to a vote—a bill may be passed that will smother the industry by sheer bulk. Politics, someone said, is the fine art of compromise, give a little, get a little. In other words, a bargain. To strike the bargain the industry needs, Section 116 must be softened. The paperwork involved must be eliminated. If you write your Congressman, tell him so. Tell him "we're small businessmen. If you decide that we must pay royalties, then we'll have to abide by it, but don't make it so difficult for us that we spend half of our time paying royalties, the other half trying to make a living." MOA is doing all it can (see story on News Page)—now let every operator do all he can for himself and MOA. Write your Congressman!

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CALIFORNIA CLIPPINGS

ALL QUIET ON THE PICO FRONT. . . . Activity seems to have cooled, along with the weather, this month. The general reaction up and down the blvd.: things are rather quiet after the blistering sales pace of January and February. With new games getting ready to come off the assembly line, and the arcade season rapidly approaching, we predict that April will more than make up for a somewhat lack luster March.

GOOD-BYE COIN MACHINE SERVICE, HELLO DARVIN CORPORATION. . . . This is the last week that we will be writing about Coin Machine Service. From this week onward, they will be known by their new name, the Darvin Corporation. As a matter of fact **Dave Solish** told us that just at the time we called they were already in the process of putting up their new sign. **Jack Stoetzer** has recently joined their staff. Hear that **John Solish**, son of Dave, has just been accepted at the University of California at Santa Cruz. A shipment of jointed cue sticks just arrived.

SERVICE SCHOOL AT CIRCLE INTERNATIONAL SCHEDULED FOR NEXT WEEK. . . . According to Dean **McMurdie, Ralph Phipps** will be coming in town to conduct a service school on March 21 and another on the 23rd. Another carload of All-Tech pool tables arrived this week. Shipment of phono-views also in. **Marshall Ames** just back from Vegas, is off again this week to San Diego. Don Young is covering the Orange County area.

FROM THE RECORD RACKS. . . . Spoke with **Buddy Robinson** of California Music and he tells us that **Nancy Sinatra** and **Lee Hazelwood** are getting some action with "Summer Wine" which just happens to be the flip side of "Sugartown." Looks like the Five Americans are back on the charts with "Western Union" on the Abnak label. Well, the red baron is back again and the **Royal Guardsmen** are again trying to shoot him down in their latest deck, "The Return Of The Red Baron" on Laurie. "A Beggin'" by the **Four Seasons** won't be a beggin' for sales, seems like big from our vantage point. Score another point for the **Mamas and Papas** with "Dedicated To The One I Love." They seem to be dedicating every record towards a very healthy bank balance. We would like to close out this list with **Ed Ames** who's about to flood out RCA with his hit bound "My Cup Runneth Over." . . . The **Solle Sisters** of Luehagen told us that **Richard Timmis** of Dot Records, was in to spin the latest from **Lawrence Welk**, "The Beat Goes On." Hit records seem to be becoming a family affair with this Hollywood father and daughter. **Nancy** and **Frank Sinatra** combined to record (no kidding) "Something Stupid." The girls tell us that they think it is the monster of the week. **Joe Perry** of Decca was in promoting **Pete Fountain's** single "Thoroughly Modern Millie." Another fast mover over there is "This Is My Song" by **Pet Clark** on Warner Bros.

HERE AND THERE . . . **George Muraoka** of Simon Distributing says that he is very pleased to report he is all up to date with his orders for Valley pool tables. His export orders are also coming along quite well. He has a shipment of phonographs going to the Far East, and another going to Europe. A large shipment of games went out to Okinawa last week. . . . We want to wish **Leo Simone** of Badger Sales a belated Happy Birthday. . . . From **Bob Portale** of Advance Automatic Sales we get the news that **Elke Ray**, from Gottlieb, was in town. **Ross Sheer** of Chicago Coin was also in town for a few days. Bob tells us that he received his first shipment of the Chicago Coin "Beatnik" two player pin game.

MILWAUKEE MENTIONS

Bert Davidson, Wurlitzer's man-on-the-go was a visitor in Cream City last week. While there he dropped in on **Harry Jacobs** and **Russ Townsend**, at United, Inc., distribs in Wisconsin and northern Michigan for Wurlitzer phonographs. Harry and Bert took to the road to call on United customers. During their absence **Russ Townsend** minded the store along with **Reid Whipple**. . . . While **Jerome "Red" Jacomet** was in Washington, D.C. for the MOA board of directors meetings **Dick Jacomet** held down the fort at Red's Novelty Co. . . . **Jack** and **Jim Hastings** are on tap at Hastings Distribs during Sam Hasting's stay in the nation's capital for the MOA sits. . . . **Nate Victor** and his staffers, **Walter Koelbl, Don Emery, Walter Glish, George Faust** and **Carl Betz**, at S. L. London Music Co., are doing a yeoman's job keeping deliveries of Seeburg phonos and vending equipment and Williams Electronics amusement games rolling out to Wisconsin operators. Nate paints a rosy picture for the outlook in the coming spring months. . . . **Joel Kleiman**, of Pioneer Sales & Services, was a very busy guy in the Ambassador West Hotel last weekend during the NAMA Midwestern Regional Meeting and Business Conferences. This gave him a good opportunity to visit with many of his customers and old friends in the vending business. Joel and Sam Cooper are enjoying a banner season to date with Rowe-AMI's "Music Merchant" phonos, Rowe vending machines and Fischer pool tables. As to Joel's prediction for the spring season: "If it continues as well as the winter business we'll have nothing to complain about." . . . All eyes are aimed at Washington, D.C. where MOA's directors are striving to do what they can to neutralize the problems extant with performance rights (copyright) legislation that is pending.

Upper Mid-West Musings

Ben Kragtorp, Tracy, in the cities for a few days visiting relatives and picking up parts and records. . . . **John Czerniak**, Duluth, in town for the day making the rounds. . . . Also **Morris Berger**, Duluth, in town for the day doing some buying. . . . **Gordon Runnberg** is getting to be a weekly visitor in the cities. . . . Mr. & Mrs. **Irv. Sandler** are on a motor tour to California and then on to Mexico for an extended vacation. Mr. & Mrs. **Gene Clennon** are on a vacation in the East and visiting friends in Virginia. . . . Mr. & Mrs. **Arndt Peterson** in town for the day picking up parts and records. . . . Mr. & Mrs. **John Trucano** are on their way to Washington, D.C., John to attend a M.O.A. meeting and then both will fly to Ft. Lauderdale, Florida for a little vacation. . . . Our deepest sympathy to **Lloyd Morgan** on the death of his father last week. . . . **Kenny Dean**, Rushmore Vending Co., convalescing at home after being operated on two weeks ago for a hernia. Should be back at his desk in another week or so. . . . **Frank Phillips**, in town for the day picking up parts and records. . . . **Harry** and **John Galep** in the cities for the day buying parts and records. . . . Mr. & Mrs. **Darlow Maxwell** home after a nice vacation at San Diego, Cal. . . . **Stanley Baeder** in town for the day and taking the train back that evening. . . . **Doug Smart** in the cities for the day as was **Al. Eggermint**. . . . **Fred Fixel**, Pembina, in town for a few days.

'Round the Route

CHICAGO CHATTER

NAMA's kickoff of the 1967 regional Management Conferences, March 3-4, in Windy City was a rousing success in attendance, attention given to the various sessions and the expert speakers, and in all other functions. The conference schedule then takes this group to New Orleans, Cincinnati, Atlantic City, Charleston, S.C., and finally to Boston. James T. (Jim) McGuire, NAMA's genial president, capped the weekend gathering when he stressed the need, during the luncheon break, for the necessary recruitment of more good, trained personnel in the ever expanding industry. Among the NAMA staffers on hand were executive director Tom Hungerford, Walter Reed, Sid Schapiro, Richard Funk, Gib Tansey, Steve Polcyn, and many more, too numerous to mention here.

Tom Hungerford assures one and all that Chicago's International Amphitheatre is certainly a suitable replacement site for the big annual convention and trade show in late fall for the ill fated McCormick Place. Donovan Hall, he said, certainly offers ample exhibition space, and all other facilities are "more than adequate for our considerable needs" . . . Among the prominent coin machine and vending people we chatted with at the Ambassador West Hotel during the NAMA Midwestern Regional Meeting, Friday and Saturday, March 3-4, were the aforementioned NAMA staffers. . . . Atlas Music's Stan Levin . . . Paul Huebsch, midwestern regional manager for Rowe Mfg Corp. . . . Danny Gould of Vendo Co. . . . Joel Kleiman, Pioneer Sales & Services in Milwaukee. . . . Don R. McDonald, of McDonald Merchandising Co., Ottawa, Ill. . . . Dave St. Pierre and Bob Vihon, of Empire Distribs. . . . Dave Howle, head of the new Bally Vending, Inc., who was on hand to greet so many of his old vending pals. . . . Orma Johnson, of Rock Island, Ill., who departed after the luncheon Saturday for Washington, D. C. to be on hand for the MOA board of directors meetings. Orma is a director of MOA.

Other coinbiz buddies we visited with were: Nate Feinstein and his lovely Eve Feinstein, who just returned from a pleasant winter hiatus in sunny Florida. . . . Rudy Kit . . . Atlas Music's Bob Fabian and Joe Klykun. . . . World Wide Distribs' Irv Ovitz, who heads up the Vending Machine Division, Howie Freer, Frank Gumma, and Jules Millman. . . . And, of course, many, many more. . . . And, it was a very rewarding weekend for all. . . . Another reminder to all that the Illinois Automatic Merchandising Council's annual meeting is scheduled for April 21-22, in the Lake Lawn Lodge, in Delavan, Wisconsin. . . . Also, the Wisconsin Automatic Merchandising Council meets April 8, in Biggar's Motel, Appleton, Wisconsin. Make your reservations now for both sessions.

The gang at Williams Electronics is definitely dashing about keeping eyes peeled on production with the heavy action on Williams "Magic City" and "Magic Town" (add-a-ball) single player flippers, "Arctic Gun," "Altair" puck shuffle alley and "Vegas" big ball bowler. Among the busy bees at Williams are: Prexy Sam Stern, Billy DeSalm, Herb Oettinger and Jack Mittel. . . . There certainly is no lull or letup at D. Gottlieb & Co. with all the action on Gottlieb's "King of Diamonds" single player flipper amusement game. Alvin Gottlieb, Nate Gottlieb and Judd Weinberg herald the fact that Dave Gottlieb and company are celebrating 40 years of service to the coin machine industry in this country and overseas. . . . There is plenty of action in production and shipping at Midway Mfg. Co. due to the fine acceptance of Midway's "Fun Ball" baseball novelty game—the very first such amusement game released to the trade this year, and just prior to the opening of the annual baseball season in this country. Mark "Iggy" Wolverton, Hank Ross and Art Rapacz feel that it is sungularly significant that Midway's "Fun Ball" is the 'opening shot' for the always exciting baseball season.

A quick tour through the huge confines of Chicago Dynamic Industries reveals that exciting plans are afoot there for a definitely active amusement games season. Among the new games ready shortly to be introduced to the international trade marts are a baseball game, a new gun game (right on the heels of "Super-Scope," which was easily the best and most widely accepted gun game ChiCoin ever released). During our visit to the plant we chatted with Sam Wolberg, Sam Gensburg, Harry Glick, Avron Gensburg, Mort Secore and Ross Scheer.

HOUSTON HAPPENINGS

Special entertainers for 35th annual Nationally famous Houston Livestock Show and Rodeo were Jimmy Dean, Jim Nabors, Ernie Ford and Eddy Arnold. The Kids Next Door, a band composed of 18 young adults each with an outstanding individual talent, provided the music for every performance. Kids Next Door debuted last November with Perry Como's Thanksgiving Special TV show and have been booked solid ever since. Jimmy Dean really entered into the spirit of the thing when he "bit the dust" following his second performance before a sellout crowd of over 27,000. He was riding around the arena when his horse stumbled while making a sharp turn and Dean was thrown to the turf. He remounted, finished his schedule and rode from arena apparently unhurt but it developed later that he had sustained a badly sprained ankle. Dean commented that he had been thrown before but not before that many people. . . . Local operator Fred Troy, owner Marc Amusement Co., mighty proud that his daughter Linda Troy, with an average of 3.6 (4.0 is perfect), made Dean's List in her freshman year at University of Houston. Linda has seven subjects too, with 17 hours, which is indeed a sizable load for such a cute little girl. . . . Don Mahoney and Jeanna Clare, radio, TV performers and recording artists with substantial following over Lone Star State past several years, earning some extra dollars by personal appearances at super market chain stores. Promotion aided and abetted with free colored photos of kiddies by Nationally known photographer David (Tony) Moreno. Don and Jeanna with their "Kiddie Troupers" now have their own TV show in color on channel 39. . . . Dropped by at H. W. Daily, Inc. (one stop and wholesale records) for a wee chat with semi-retired Harold (Pappy) Daily and drew a blank. Followed with a stop at H & H Distributing (cigarette vending) in quest of an argument with long time coinman Red Harrington and made another water haul. Got to wondering, since their offices are practically within hollering distance apart, if those gay blades maybe were out making merry together in some neighboring honky tonk or other. . . . Operator E. J. Slanina Sr., owner Sly Distributing Co, still thinks of happenings worth telling that occurred during his trip abroad last October. Trinidad was his main objective but other countries were visited briefly and as he traveled by freighter as well as plane stop overs at many ports of call were enjoyed. . . . 78 year young Al Lemke, retired coinman with some 40 years continuous service in the business, at home and well along toward complete recovery from two major operations several weeks ago.

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Wurlitzer Service Series IV: Sound

N. TONAWANDA—To have sound (used as a noun), there must first be vibrations transmitted through the air, and then heard by the ear. For instance, a radio broadcast is nothing but silent waves in the air until they are picked up by a radio receiver. An old expression is that "There is no sound in an empty room." The Wurlitzer engineering staff has long been familiar with the reproduction of recorded sound, voice, music, or the combination of both. As discussed in the preceding article, the end product at the North Tonawanda Division of The Wurlitzer Company is a sophisticated system for stereophonically reproducing sound exactly as recorded.

The latest "system" is personified in the "Americana" phonograph, and utilizes six different cone-type dynamic speakers, in a unique combination, thereby providing a smoothness of reproduction unexcelled even by most of the expensive high fidelity home phonographs.

A juke box, on location, is expected to perform perfectly, hour after hour, day after day, and year after year. It operates more in one year than the average home installation, no matter how expensive, would operate in the owner's lifetime. The difference—and problem facing phonograph engineers—is that the juke box must always reproduce the sound exactly as recorded. For this reason, special attention is paid to the selection and placement of speakers in phonographs such as the "Americana."

Sound covers such a wide range of frequencies and dissimilar tones, that the six different cone-type dynamic speakers are necessary to produce an even, overall tone free from the "peaks" and "valleys" characteristic of most multi-speaker systems.

A claim such as this must have some back-up. The Wurlitzer engineers explain that good response over a moderate frequency band may be obtained with any simple cone-type loudspeaker. Reproduction over a wide frequency range, however, is restricted. At the low frequencies, a cone of large diameter should be used to increase the surface driving against the air load. At the high frequencies there is a limitation due to the mass of the vibrating system, so that a cone of small diameter and low mass is required. An intermediate diameter speaker may be used to reproduce a middle band of frequencies. These three different sizes are commonly called woofers, tweeters, and mid-range. The trick is to get the exactly correct sizes and cone materials, then synchronize them and place them in the right spot in a tonally correct cabinet. In the "Americana," the frequency bands covered by the aforementioned speaker system overlap adequately to provide a wide frequency range of reproduction of the recorded sound.

Retouched photo of Wurlitzer "Americana" shows position of the six speakers, each covering a different frequency range.

Any cone-type, direct radiator loudspeaker has several modes of vibration. In the lower and lower-middle part of a speaker's natural frequency band, the cone acts like a piston diaphragm having a diameter equal to the diameter of the cone. From the apex, (the point of least diameter), to the edge, the motion is in the same direction. As the frequency gets higher, however, the cone "breaks up"—in other words goes through complex gyrations—resulting in the apex moving as if it were partly unhinged from the edge and outer portions of the cone. This, naturally, varies the pattern of the sound waves, causing dips and rises in the speaker's response. This pattern can be compensated for by the use of another speaker of the same size. But with a different type cone. This second cone must be one which will radiate sound waves that compensate for the dips and rises of the other—in other words, it "zigs" where the other one "zags."

There are many instances where different components of a whole item perform individually in what seems to be totally different ways or directions in order to achieve the desired end result. Imagine a chorus of many voices directed by an experienced conductor. Each vocal group, whether it be altor, bass, soprano or baritone sings different notes, or in harmony, and yet the resultant blended choral sound is beautiful. This same thing is true of sound waves as radiated from the different cones; provided, of course, that they are all powered by the same amplifier. The "Americana" phonograph, using alternate curvilinear and straight-sided cones in the 6" speakers and also in the 3" x 5" speakers accomplishes this same pleasing mixture of tones. The 12" woofers, too, have cones which are dissimilar and complimentary; although they are straight-sided in order to sustain maximum power handling capability.

This selection of speakers, finally chosen with painstaking, time-consuming effort, resulted in the warm tonal blending and balance of the sound system of the "Americana." Any cone manufacturer will tell you that there is a cone produced for virtually every possible use. How, then, did the Wurlitzer engineers arrive at their selection. Their answer was typical of the one most reporters get from a research-minded engineering group. "We just kept trying until we found the perfect combination."

Wurlitzer Issues Jukebox Mfg. OK To Peruvian Firm

(Continued from page 61)

largest stockholders of the Banco Commercial del Peru and holds directorships in many other large Peruvian companies. Devotees of the amazing sport of polo will remember Dogny as an authority on, and a skilled participant on the international polo fields. A world traveler, he presently is the major factor in the growth of surfing along the Peruvian coast.

The managing director of both companies is Dr. Mario B. Ordonez. The Dr. is for Doctor of Economics. In addition to his posts in Manufacturas Peru, S.A. and Importaciones Peru, S.A., Dr. Ordonez is also vice president of the Banco Comercial del Peru. He is an active Rotarian and has traveled extensively throughout North and South America, Europe and the Orient, furthering the goals of this international organization.

Completing the top echelon of management is Edmundo Vera, who holds the position of sales manager.

Vera has been the guiding hand in popularizing the use of the modern juke box in Peru and has been sales manager of Importaciones Peru, S.A. for the past four years. The sales success of Wurlitzer phonographs in Peru has been largely due to his sales ability, personality, and complete understanding of the economy of that Country. With the advent of manufacturing in his company, Vera said he looks for greatly increased sales of new and used equipment.

VENDING SPECIALS—THOROUGHLY RECONDITIONED

Corsair 28's	$125.00
National 11 ML	125.00
Vendo Ice Cream Merchants	695.00
Bally Seeburg Compact 662CH Coffee	425.00
Choice Vend CU-390 Can Vendors, 12 oz.	675.00
Apco (dual) Ice Cold Drink Vendor	595.00
Rowe L-1000 No Ice, 9 oz.	495.00
Mar-Vend Potato Chip	175.00
Vendo HBA1B-650 single cup cap. Coffee	595.00
Westinghouse Universal	
Candimat—8 column	235.00
Candimat—9 column	245.00

BASEBALLS

Bally Heavy Hitter	$145	C.C. All Star	245
Bally Batting Practice	175	Un. Bonus Baseball	150
Bally Big Inning	145	Wms. Pinch Hitter	150
Mid. Sluggers	250	Official Baseballs	175
Mid. DeLuxe Baseball	225	C.C. Bulls Eye	125
Batting Champ	225	Major League	275

3 STONE AGE KIDDIE RIDES in beautiful condition — $295.00 each

WANTED

FOUR BAGGERS — 57 BASEBALL — SEEBURG COON GUNS—AUTO PHOTOS, all models—SEEBURG DS-160, R, Seeburg Wallboxes 160 selection—A.M.I. model WQ-200 wallboxes—A.M.I. MUSIC BOXES models H-1-J-K-200 selections—Wurlitzer 2400—Scoring glasses for both Genco 2 Player Basketball and C.C. Pro-Hockey.

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Bank-A-Ball 1P	300
Kings & Queens 1P	275

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Loop the Loop 2P	$445
Gold Rush 1P	345
Wild Wheels 2P	415
Trio 1P	285
Sheba 1P	315
Magic Circle 1P	245
Discotek 2P	285
Bus Stop 2P	255

WILLIAMS

A-Go-Go 4P	$525
Full House 1P	345
Eager Beaver 2P	335
Stop N Go 2P	265
San Francisco 2P	245
Grand Slam Baseball	325

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"Service Means People"

McGuire Speaks at NAMA Midwest Meet

CHICAGO—Easing the myriad management and administration problems in operating companies was the theme of the National Automatic Merchandising Association's 1967 Midwestern Regional Meeting, Friday and Saturday, March 3-4, in the Ambassador West Hotel in Windy City. The series of meetings (which will be held in other regions on this present tour) are broadly titled NAMA's 1967 Regional Management Conferences.

NAMA's executive staff and guest experts and management consultants will hold forth during the next conference, March 10-11, in the Monteleone Hotel in New Orleans, after which they will proceed to Cincinnati, March 17-18, for the next set in the Terrace Hilton Hotel. Atlantic City is the next destination on the tour, March 31-April 1, where the group will gather in the Claridge.

From Atlantic City the NAMA retinue enplanes to Charleston, N. C. where the meeting will be held in the Charleston Inn, April 7-8. And, finally, the Sharaton-Plaza in Boston is the site of the last two-day session on the agenda, April 14-15, until September 22-23 when the Western Management Conference will be held. There will be no exhibits at this session, and the hotel location will be announced later this year, according to Tom Hungerford, executive director of NAMA.

James T. McGuire, president of NAMA, and a vice president of The Canteen Corporation, was the principal speaker at the Saturday luncheon when he cited the burgeoning need for responsible, adequately trained personnel in the industry. This, he said, was the prime reason for this vital series of business management meetings across the country. The gist of his talk was "You Can't Take Pot Luck," and centered on "peonle problems" in the vending industry.

McGuire strongly stressed the fact that "service means people—and, service is what we have to offer the consumer public. People," he added, "represent our scarcest commodity—in service and (most important) in management."

McGuire, a very articulate sneaker in the area of the vending business, was roundly applauded by a record breaking turnout at the annual luncheon. He concluded by spelling out the fact that this series of regional conferences will bear excellent results thanks to the very capable panel of experts NAMA was privileged to employ.

The group of experts on personnel direction, and company supervision included: Dr. Benjamin Werne, NAMA's labor relations counsel: R. F. Shaeffer, vice president., Jewell, Schultz & Shaeffer, Inc., management consultants; James Healy, pres., Management & Business Services; Earl Brooks, professor of administra-

JAMES T. McGUIRE

tion, Graduate School of Business, Cornell University; William Kaven, assistant professor, School of Commerce, University of Virginia; H. A. Feldman, management consultant of personnel and labor relations; C. M. Weld, pres., Management Information Center, Inc.; and E. M. Ryan, vice pres., Management Information Center, Inc.

Martinez Up At Wometco

MIAMI—Jose A. Martinez has been promoted to special assistant to the senior vice president of Wometco's vending division.

Martinez will be in charge of office management and accounting controls for the division. Previously he was supervisor of accounting for vending.

New 50¢ Changer

LOS ANGELES—To help solve the half dollar coin shortage Luppe H. Luppen, President Metal Products Engineering Inc., announced his 19-key Coin Master changer will now have a new magazine insert in the half dollar column.

The new insert automatically pays two quarters when the half dollar key is pushed. The insert slips into the half dollar slot the MP 19-key Coin Master changer and can be easily removed if half dollar coins become plentiful again.

Eastern Hosts Automatic, ChiCoin Schools

NORTH BERGEN, N.J.—A new service school program has swung into action at the Bert Betti Eastern Novelty showrooms here. On March 15th, Betti and his staff, Gerry Gordon, John Rafer and Lou Avoglia, will host a service school for Automatic Products. Betti distributes the Automatic line.

The photo below shows a February 15th school on Chicago Coin equipment. Commenting on the class, Betti said, "This was our first school on Chicago Coin equipment and we were pleasantly surprised by the attendance of about sixty operators and their servicemen. This is due, I think, to the great acceptance of Chicago Coin equipment in our area. The factory has supplied us with some very fine equipment and we are very pleased with the sales generated last year. We are looking forward to a great association with Chicago Dynamics."

"Mr. Willie Taylor, chief inspector for Chicago Coin, conducted the class —and from the comments received from the operators, he did one heck of a job! As a result of the school, we are planning to hold it several times a year."

Willie Taylor, chief inspector of the Chicago Coin factory, holds forth at the Eastern Novelty service school. Sixty operators and their servicemen attended the class.

Chicago Coin's NEW
2-PLAYER
Beatniks

ACTION!
ACTION!
MORE ACTION!

New
ACTION RING feature
with ROLLOVER BUTTON
SCORES 100 POINTS, WHEN LIT
Possible to Score 500—600—700 or More Points with One Ball

• Adjustable 3-5 Ball Play

• 4 THUMPER BUMPERS with Changing Score Values
• COMPLETING NAME "BEATNIKS" Scores 1 Replay — Carries Over from Game to Game
• 2 LOCKING GATES Ball Going Thru, When Lit, Adds Another Letter in Name
• 3 INDIVIDUAL COIN CHUTES 5c-10c-25c

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Gold Crest 8 (57"x101")
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Batti Car Kiddie Ride
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Sante Fe Express
Fire Engine
Stage Coach
Indian Scout
Satellite Explorer
Helicopter

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American Speedway
Little Indy

AMERICAN SHUFFLEBOARD CORP.
Electra "6" 6' (6-pkt. table)
Electra "7" (7' 6-pkt. table)
Electra "8" (8' 6-pkt. table)
Classic "6" (6' 6-pkt. table)
Classic "7" (7' 6-pkt. table)
Classic "8" (8' 6-pkt. table)
Imperial Shuffleboard (16' to 22')
Imperial Cushion Model (12')
Bank Shot Model (9')
Shuffle '88'

AUTOMATICS PRODUCTS COMPANY
Smokeshop "Satellite" 630; 18 Sel. Cap. 630
Smokeshop "Satellite" 850; 27 Sel. Cap. 850
Smokeshop Modular "900"; 18 Sel. Cap. 900
Candyshop "100" Ten Columns 400 Capacity—Candy; Six Columns, 200 Capacity—Gum & Mint. First In-First out Feature. Multiple Pricing. Changemaker Optional.

AUTO-PHOTO CO.
Model 12 Studio

BALLY MFG. CO.
Loop The Loop 2P (9/66)
Campus Queen 4P (8/66)
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Folies Bergeres Bingo (11/65)
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Deluxe Fun Cruise 1P (11/66)
Bazaar 1P (11/66)

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Park Lane Puck Bowler 6P (1/67)
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Wallbox conversion unit

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Ski 'n Shore
Grand Prix Raceway
Tag-It

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COIN
Empress 10SC (10S x S9)
Empress 92C (92 x S2)
Regent 101C (101 x 57)
Regent 91C (92 x 52)
Regent 86C (84 x 48)
Fiesta 58 (Rebound pool)

NON-COIN
Empire 10S (S9 x 10S)
Empire 8 (101 x S7)
Empire 7 (92 x 52)
Dutchess 8 (101 x 57)
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Princess 58
Crown Town & Country

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Photomatic 60's
Plasti-Matic
Balloon-O-Mat
Snack Bar
Pony Cart

IRVING KAYE CO., INC.
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Deluxe Continental (4½'x9')
Ambassador 70 (85"x47")
Ambassador 75 (92"xS2")
Ambassador 80 (106"xS8")
Ambassador 90 (114"x64")
COIN-OP MODELS
Deluxe Eldorado "66" 6 Pkt. Series
Mark I, 77x45
Mark II, 86x48
Mark III, 92xS2
Mark IV, 106xS8
Mark V, 114x64
Deluxe Satellite, 77x4S
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Regular S6x40
Jumbo 7Sx48
Ring-O Round Pool Table (56" diameter)

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Cross-mount Scoreboard

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Fun Ball Baseball (1/67)
Mystery Score (8/65) (Novelty Game)

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Mondial Shoeshine

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COIN-OP MODELS
Coronet I 46x78
Coronet II 52x92
Coronet III 59x105
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Foosball Match
Flip Match
Drag Strip

ROCK-OLA MFG. CO.
Caravelle (20 Col. 800 Packs) Model 3002 Cigarette Machine
Model 434 Concherto phonograph, 100 selections. 45/33 rpm stereo-monaural intermix. Compact size.
Model 433 GP/Imperial phonograph. 160 selections, 45-33rpm stereo-monaural intermix. Console size.
Model 432 GP/160 phonograph. 160 selections, 45-33rpm stereo-monaural intermix. Compact size.
Model 431 Coronado phonograph. 100 selections, 45-33rpm stereo-monaural intermix. Compact size.
Model 430 100-Sel. Wall Phono (33-1/3 Optional).
1628 Deluxe "Stereo Twins" Speakers
1631 "Stereo Twins Jr" Speakers
1984 Remote Volume Control Unit
Model S00 160-Sel. Stereo Speaker Wallbox 3 level personal pushbutton volume control
Model 501 100-Sel. Wallbox
S00F 160-Sel. Wallbox (50¢ chute)
S01F 160-Sel. Wallbox (50¢ chute)
S02 Universal Wall Box Bar Bracket
1989 Money Counter for Model 418-SA, 424, 42S, 426

DAVID ROSEN, INC.
Cinejukebox (audioviz)
Phono-Voice Recorder

ROWE MANUFACTURING
PHONOGRAPH
Rowe AMI "Music Merchant"—Model MM-1 without dollar bill acceptor. Model MM-2 with dollar bill acceptor. "Stereo-Round" Musiconsole—3-in-1 programming—200-160-100 selections—personalized panel. Album and single record pricing accepts dollar bills, half dollars, quarters, dimes and nickels. Plays 33-1/3 and 45 r.p.m. records intermixed, stereo or monaural. Phonovue 120-sel. audioviz component.

MUSIC EQUIPMENT
Wallbox—"Wall-Ette" #WRA and #WRB—remote 200 selection "Stereo Round" speaker wallbox. Height 13⅜". Width 16½". Depth 6¼". Push-button volume control. Exclusive waitress call light button. Twelve album display merchandisers. Persnalization panel. Half dollar chute. Twin 30° angle stereo speakers. Unitized selector and speaker assembly. Flip-out title page unit. Swing-out, lift-off door. Can be serviced from rear or front. Plug-in components.
HJG—Hideaway—selective stereo—200 sel.
HGG—Hideway—selective stereo—160 sel.
HHG—Hideway—selective stereo—100 sel.
R—2092-A — Discotheque Speakers — Console Cabinets.
EX-401—Wall Speakers.

BACKGROUND MUSIC SYSTEMS
Customusic Programaster—hackground tape music system—60 hours af continuous music. Exclusive featue avoids repeating selections in same sequence. Three exclusive libraries—commercial, atmosphere, and production. Available in tape or 9" records.
CMR-1 Message Repeater—self-contained record playback device for automatically moking in-store announcements.
270—Celebrity First In—First Out; 440 candy, 200 gum and mint capacity. Also pastry columns; changemaker.
277—Celebrity—11 columns, 340 items capacity.
77—Candy Merchandiser—11 columns. 340 items—changemaker. Small cabinet model.

CIGARETTE VENDORS
160—Rowe Riviera Cigarette Console—20 columns, 800-pack capacity. Electric coin mechanism with mechanical totalizer—personalization panel. Save-a-match feature.
260—Celebrity Cigarette—20 columns—800 packs. Same featues as Riviera in Celebrity cabinet.
286—Celebrity Cigarette—14 columns, 510 packs. Manual coin mechanism with mechanical totalizer.
86—Cigarette Vendor—14 columns, S10 packs. Manual coin mechanism with mechanical totalizer. Small cabinet model.

DOLLAR BILL CHANGERS
6—Dollar Bill Changer. World's first dollar bill changer. $150 and $300 capacity. Heavy duty floor model.

THE SEEBURG CORP.
PHONOGRAPHS
Seeburg Stereo Showcase
160-selections, 33-1/3 and 45 rpm, stereo-mono play, rotating album display, optional dollar bill accepter and Income Totalizer System, balanced tone arm transistorized.
HLPC-1—Stereo LP Hideaway. 160 selections (Up to 480 selections with all album programming). Income Totalizer. Plays 33-1/3 and 45 RPM records intermixed. Album and universal pricing.
SC-1—Stereo Consolette. 160 selections. Used for remote selection of any record on LP Console or Hideaway. Personalized panel. Album display panel. Album pricing. Push-button volume control. Twin stereo speakers. Remote Income Totalizer. Polished chrome or copper finish.
EBCS-1—Extended Bass Consolette Speaker. Provides full range stereo response in conjunction with Consolette speakers.
SC-11—Stereo Communication Consolette. Consolette serves as Intercom.
CIM-1—Consolette Intercom Master Unit. Used with Stereo Communication Consolette.

BACKGROUND MUSIC
ICK-1—Intercommunication Consolette Kit. Converts Stereo Consolette to Stereo Communication Consolette.
BMS-2—Background Music System 1000 Selections.
BMC-1—Background Music Compact, 1,000 Selections.
BMCA-1—Background Music Companion Audio. Used with Background Music Compact (BMC-1)
MPE-1—Electronic Memory Programmer. Used with the Background Music Compact (BMC-1) to insert special announcements and commercials into the background music program.
SABMC-1—Seeburg Automatic Background Music Center. For use with FM Multiplex Telephone Lines and On-Premise Locations. Total of 112½ hours of music.
SEP-1—Seeburg Encore Phonograph. 760 Selections of Foreground Music.

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W10CN1-Mechanical. 10 Selections. 220 bar capacity.
W8TIG—Mechanical 8 Selections. 152 bar capacity.

CIGARETTE VENDORS
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W20T1—Mechanical. 20 Selections. 672 pack capacity.
W14T1—Mechanical. 14 Selections. 510 pack capacity.
MCC-20—Mechanical. 20 Selections. 720 pack capacity.

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Scopitone audio-visual machine
26-inch screen, 36 film selections, continuous reel-to-reel 16mm projection system, 1S watts sound power.

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COIN-OPERATED TABLES
"100" (78 x 46)
"200" (88 x 51)
"300" (93 x 53)
"400" (103 x S8)
"500" (114 x 64)

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Movie Theaters
Model AP-10
Panoram

U.S. BILLIARDS, INC.
Electro-Pool, Electric Pocket Billiard Game.
6 Pkt. Series:
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Coin-A-Copy (Photocopy unit)

VALLEY SALES CO.
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Model 87SA—88x50
Model 93SA—93x53
Model 103S—100x57
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Model 884—88x50
Model 934—93x53
Model 1014—101x'7

WILLIAMS MFG. CO.
Magic Town Add-A-Ball 1P (2/67)
Arctic Gun (1/67)
Encore Puck Bowler (9/66)
Aztec Bowler (9/66)
Magic City 1P (1/67)

THE WURLITZER COMPANY
PHONOGRAPHS
AMERICANA Model 3100, 200-selection; Model 3110, 100-selections, stereo-mono, solid state amplifier, 25 watts per channel, panoramic pictorial dome panel display or optional dollar bill accepter. Available with Golden Bar Top Tunes, and Little LP feature. Additional panaramas for special occasions. Brochure on request.
HIDEAWAY PHONOGRAPHS
200-selecion, Model 3117 and 100-selection, Madel 3111 . . . Top Tunes unit optional. Bath models offer complete selectivity from ane or more Wurlitzer Wallboxes. Brochure on request.
REMOTE CONTROL EQUIPMENT
SATELLITE, Selective Remote Speaker Console, 100-selection Model S131; and 200-selection Model S132. Identical in lower design to companion AMERICANA Phonograph with same speaker complement. Includes 5-position, rotary volume control. Available with Top Tunes Golden Bar and Little LP feature.
Model S220 . . . 200-selection wallbox with twin speakers, push-button volume control for loud, medium or soft music level, Little LP's and the Top Tunes "Golden Bar" feature.
Model 5220-B . . . Same as S220; but without the Golden Bar Button. In its ploce is a stylized plate with the star design. Price identical to Model S220.
Model 5220-A . . . 200-selection wallbox without speakers or volume control. This model does not have the Golden Bar feature. It does have, as do all Model 5220 and 5225 Series Wallboxes, the Little LP selection feature.
Model 5225 . . . 100-selection wallbox with twin speakers, push-button volume control, Little LP's and the Top Tunes "Golden Bar" feature.
Model S225-B . . . Same as 522S; but without the Golden Bar Button. In its place is a stylized plate with the stor design. Price identical to Model S22S.
Model S225-A . . . 100-selection wallbox without speakers, or volume control. This model does not have the Golden Bar feature. It does, however, have the Little LP feature.
NOTE: As outlined above, all of these wallboxes will allow the patron to select Little LP records, provided, of course, the phonograph incorporates the built-In Little LP feature.
#259B Stepper . . . 100-Selection for use with all AMERICANA Phonographs Model 3110, 100-selection, and 100-selection SATELLITE.
#261B Stepper . . . 200-Selection for use with all AMERICANA Phonographs Model 3100, 200-selection, and 200-selection SATELLITE.
Kit #197 . . . Combination Volume Control and CV line-matching transformer for use with SATELLITE.
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if ball fails to escape 4-Step Exit Alley

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WANT

OLD 78 RPM JUKE BOXES: ANY MODEL, any make, the older the better. State price, condition, send photograph if possible. Reply to CASH BOX, BOX 779, B'WAY, NEW YORK 100019.

ATT: JOURNEYMAN SHOP MECHANIC FAmiliar with complete Seeburg rebuild. Would you like four thousand dollars salory increase? Only those presently drawing eight thousand ($8,000.00) or more annually considered. All applications held in strict confidence. GEORGE E. THOMPSON, ALASKA MUSIC COMPANY, BOX 1234, FAIRBANKS, ALASKA.

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USED SIX-CARD PINBALL MACHINES: BARrel-O-Fun, Lotta Fun, Shoot-A-Line, Lite-A-Line, Venus, Super Wildcats. Uprights: Red Arrow, Flashback, Shawnee & Sweet Shawnee. Write: MONROE D. BRANDT, 829 EAST MARKET ST., YORK, PA. PHONE: 755-3129.

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RECORDS, 45's AND LP's SURPLUS Returns, overstock cut-outs, etc. HARRY WARRINER KNICKERBOCKER MUSIC CO. —453 McLEAN AVE., YONKERS, N.Y. (Tel. GReenleaf. 6-7778)

NEW 45 RPM RECORDS. NO QUANTITY TOO large or small. We pay the highest price, plus all freight. Also over-run return hit records. Contact immediately for quick transaction. We pay cash. SUTTON RECORD CO.—26 West 20th ST.—New York. N Y (Tel. CH 2-3250)

USED 45 RPM RECORDS. WE PAY freight & top prices. KING SALES—1415 WASHINGTON STREET—BOSTON, MASS.

45 RPM RECORDS, NEW. NO QUANTITY TOO large or small. Highest prices paid. Write stating quantity on hand. TONY GALGANO DIST. CO., 4135 W. ARMITAGE, CHICAGO 39, ILL. (Tel. Dickens 2-7060).

BALLY SHOOT A LINES, BARREL O FUNS, Lotta Funs; Keeney, Rainbows, Venus, El Ranchos, Old Plantations. Williams & Gottlieb 1964, 65, 66 Pin Games. Top prices paid. D & L COIN MACHINE CO., P.O. BOX 1713, 414 KELKER ST., HARRISBURG, PA. 17105. PHONES: 234-1051, 234-2235.

WANT: RECORDS, 45's, USED OR NEW. ALSO LP stocks, any quantity. Will buy on steady basis. BEACON RECORD DISTRIBUTORS, 725 BRANCH AVENUE, PROVIDENCE, R.I. 02904. PHONE: UN-1-7500 or JA-1-5121.

RECORD COMPANIES—WANT ACTION DIStribution & Promotion. Send your latest releases to us, we'll do the rest! JODY RECORD DISTRIBUTING CO., 2226 McDONALD AVENUE, BROOKLYN, N.Y. ES-30202.

WE WANT SIX-CARD MACHINES: LOTTA Fun, Barrel-O-Fun, Shoot-A-Line, Lite-A-Line, Venus. AMERICAN MUSIC MACHINE VENDING, 57 S. PENN, YORK, PA. PHONE: 843-6201.

WANT TO BUY USED AND NEW PINBALL GAMES ADDABALL one & two players every kind of models MFD 1964, 1965, 1966 and also guns, bowlers, arcade, make offer to Roberto Mauro, ELECTROPHON, VIA MELCHIORRE GIOIA 41a, MILANO (ITALY).

WANTED—BOWL-A-RAMAS, PARTS & EXTENSIONS; A.M.I. models I-J-K-200 selection, mechanical and electrical; PONY EXPRESS GUNS & PLAYLAND GUNS; AUTO PHOTOS #12; ALL TYPES OF ADD-A-BALLS. CLEVELAND COIN INTERNATIONAL, 2029 Prospect, Cleveland, Ohio, Tel. 216-861-6715.

USED 45 RPM RECORDS, ALL TYPES AS they run, right off the route. No sorting or picking. We pay freight from anywhere in U.S.A. Standing order available for regular shippers. JALEN AMUSEMENT CO., 1215 S. HOWARD STREET—BALTIMORE, MD 21230.

NEW OR USED 45's NOT OVER 5 MONTHS old. We buy in quantity and pay 12¢ each plus freight. RECORD SERVICE—1479 ELLINWOOD ST., DES PLAINES, ILL. 60016.

WANTED—YOUR USED 45 RPM RECORDS. We pay freight and up to 13¢. REC-O-RAC 942 DEODAR, ESCONDIDO, CALIFORNIA. (TEL. 714-745-5942).

WANT—BASEBALLS, POOL TABLES, SHUFFleboard Scoring Units, Shuffleboards with anti-cheats, Guns, Bear Guns, Coon Hunts, Arcade Equipment, Personal Music. Write stating make, model, condition and best cash price. ST. THOMAS COIN SALES, 669 TALBOT ST., ST THOMAS, ONTARIO, CANADA. Area 519-631-9550.

SELL YOUR SURPLUS 45'S TO THE NATION'S largest user. We are the nation's foremost packager of promotionally priced record packs. We purchase unlimited quantities on a steady basis. Wire—phone for quick deal. NATIONAL BAG-O-TUNES, P.O. BOX 569, 1217-19-21 SIMPSON AVENUE, OCEAN CITY, NEW JERSEY 08226.

WANT: TWO TOP NOTCH SERVICEMEN FOR route work on bingos and jukeboxes. These openings are due to expansion. Good working conditions with well established company. This job is permanent and salary to commensurate with ability. Cole Henry, Star Amusement Co., 136 State Street, West Columbia, South Carolina. Tel.: 256-1429.

WANT: NEW OR USED 45 RPM SINGLE NOT over 6 months old. We pay 11¢ each and the freight and we can use 200 of one number. Phone: 312-344-3300. CHAS. ALZNER, 2000 So. 3rd Ave., Maywood, Illinois.

DESIRE DISTRIBUTOR OR LARGE RECORD REtailer from Montreal or Toronto to purchase Canadian-made hi-line LP's. All cream and chart music. Unlimited supply—stereo or mono. $1.85 each. Strict confidence, cash only. Write to Box 770 c/o Cash Box, 1780 B'way, N.Y. N.Y 10019

IRVING KAYE ROUND POOL TABLE $150.00; Wurlitzer 2410, $250.00. Like New—Wurlitzer 2700, $500.00; Seeburg AY-160, $450.00; WQ 200 AMI Wallboxes, $20.00; 3 W1 Seeburg Wallboxes, $20.00. BIRD MUSIC DISTRIBUTORS, INC., 124 - 126 POYNTZ, MANHATTAN, KANSAS 66502, PHONE (913) Pr8-5229.

HELP WANTED: COIN-MACHINE MECHANIC, 40 hrs. all inside work. Exp. baseballs, guns, jukes, etc. Also—painter/sprayer for same type machines. MUNVES—577 10 Avenue, NYC. BR 9-6677.

WE ARE ALWAYS INTERESTED IN USED AND brand new phonographs, pinballs, bingos, guns, arcade, kiddie rides, slot machines, etc., all makes, all models. QUOTE FOB SEA VESSEL TO HOLLAND BELGIE EUROPE, SPRL., 276 AVENUE LOUISE, BRUSSELS 5, BELGIUM. CABLE: HOBELEUROP/BRUSSELS.

MECHANIC FOR ROWE-AMI, GOTTLIEB AND Williams. Top salary. Air travel furnished. Single preferred. Send three references, qualifications and picture: SHELTON MUSIC CO., P. O. BOX 803, AGANA GUAM.

FOR SALE

BALLY SUPER SHUFFLE $125.00. COKE VENdor, 2 selection, pre-mix, $100.00. Rockola 120 sel. wallboxes $14.50. Seeb. E2 & E1 cigarette, make offer. Chico Starlite shuffle $300.00. More buys, contact Jules Olshein at GRECO BROS. AMUSEMENT CO. 1288 B'WAY, ALBANY, N.Y. PHONE: HO-5-0228.

IF WE DON'T HAVE IT—WE'LL GET IT! YOU name it. Jennings and Mills fruit machines. Complete line of parts. Bally and Keeney Consoles, pinballs and bingoes. Exporters. ATOMIC COIN, BOX 4321, N. LAS VEGAS, NEVADA. PHONE: 642-3847.

FIVE EXHIBITS: BIG BRONCO HORSE $150.00 each, 1 Six-Shooter Gin, $75.00 and 1 Gun Patrol Exhibits $75.00. CENTRAL MUSIC CO., 407 EAST AVENUE, D.P.O. BOX 284, KILEEN, TEXAS.

UPRIGHTS, BINGOS, ONE-BALLS: TWIN WILD CAT, TWIN RED ARROW, TWIN TIM BUC TOO. All Bingos—ALL BINGOS—TURF KINGS, ONE BALLS AND CLAW MACHINES. NEW ALL ELECTRIC HOPPER PAYOUT FRUIT (SLOT) MACHINES. Write: CROSS-DUNHAM & CO., 255 Wright Ave. "F", Greatna, La. Tel 367-4365.

FOR SALE COMPLETELY RECONDITIONED: Wurlitzer 2810-1 and 3 $495.00; 2800-7 $545.00; 2900-7 $645.00; Rock-Ola 1478 $195.00; AMI J-120-E $165.00. Bally Mad World (2 pl) $195.00. Bullfight $245.00. United 3-Way Shuffle 8½' $95.00. Mickey Anderson Amusement Company 314 East 11th Street. Erie, Pennsylvania. Phone 452-320..

FOR SALE— LATE, CLEAN, SHOPPED: MIDway Monster Guns, only $385.00; Chicago Coin Supersonic Bowler, $595.00; Tournament Bowler, $395.00. REDD DISTRIBUTING COMPANY, INC., 672 MAIN STREET, HYANNIS, MASS. 02601. TEL. (617) 775-6411.

ATTENTION OPS! GET LOWDOWN PRICES on all billiard supplies coin machine parts, accessories, etc. DIAMOND COIN MACHINE EXCHANGE, 609 WOODIS AVE., NORFOLK, VIRGINIA. (Tel. 625-1716).

WE HAVE A CHOICE SELECTION OF LATE Williams Two Players. Write for prices MIDWEST DIST., 709 LINWOOD BLVD.—KANSAS CITY, MO.

RECORD RIOT, 45S, BRAND NEW RECORDS. Some late hits, $6.50 per 100, $65.00 per 1000. All orders shipped immediately. Send check with order for prepaid postage. Only in United States. RELIABLE RECORD CO., BOX 136, GLEN OAKS POST OFFICE, GLEN OAKS, N.Y. 11004 PHONE: (212) 343-5881.

OPERATION HEAD START: FOR SPRING—off our own routes, clean, mechanically reconditioned. Shipmates $275.00, Stop N Go $225.00, Swing Along, Gaucho $175.00. El Toro, Flying Chariots, Gi Gi $150.00, Jumpin Jacks $135.00, Sunset, Cover Girl, Fashion Show $125.00, Corral, Foto Finish, Valiant $100.00. STAN HARRIS & CO., 508 W. VENANGO ST., PHILA., PA. PHONE BA 3-5362.

POKERINO, RECONDITIONED, REFINISHED in Blond Birch, with new drop chute, points, sockets, wire, knock off, trim, back-glass, playfield decals. Write for details. New socket and point drop board wired for your games. JAMES TRAVIS—P.O. BOX 206—MILLVILLE, N.J. 08332

FOR SALE—DOWNEY-JOHNSON COIN COUNter with 1-5-10-25-50 cent coin tubes. . . . Slick Chick Tropic Isle . . . Want—Seeburg 201 DH phono. NOBRO NOVELTY CO., 142 DORE STREET, SAN FRANCISCO, CALIF., PH 415 621-5438

IF IT'S PANORAM PARTS YOU WANT PHIL GOULD HAS 'EM. ALL TYPES OF FILMS FOR Panoram Peeks. PHIL GOULD —224 MARKET ST.—NEWARK, N.J. (Tel. 201-MArket 4-3297).

WE HAVE A LARGE SELECTION OF USED pingames, bowlers, arcade equipment, vending and phonographs. Direct overseas shipment from Port of Detroit. MARTIN AND SNYDER COMPANY, 13200 W. WARREN DEARBORN,. MICHIGAN 48126 PHONE: LU 2-2300.

FOR SALE—WE CARRY A COMPLETE LINE of coin counters, (new or used) coin sorters, coin changers, coin wrappers, parts and supplies. Globe Distributing Co., Inc., 2330 N. Western Ave., Chicago 47, Ill. AR 6-0780.

NEW — WHOLESALE PRICES TO OPERATORS purchasing new coin operated "Kindertainer" amusement rides for leasing or resale. United Tool & Engineering Co. mfr., 9970 Springfield Pike, Cincinnati, Ohio 45215. Phone 513-771-3790.

SOUTHLAND ENGINEERING'S NEW IMPROVED model "Time Trials" in original cartons $495. IMPERIAL COIN MACHINE EXCHANGE INC.—498 ANDERSON AVENUE, CLIFFSIDE PARK, N.J.

SEEBURG: LPC-1 $795.00, LPC480 $895.00, 222HR $450.00, HF100R restyled $275.00, 100J $295.00. Reconditioned, ready for location. Williams: 1966 Eight Ball $425.00, Full House $325.00, Pitch & Bat Baseball $500.00. Call or Write. OPERATORS SALES, INC., 4122 WASHINGTON AVENUE, NEW ORLEANS, LOUISIANA. 822-2370.

HI-SPEED, SUPER FAST SHUFFLE BOARD WAX. 24 one-pound cans per case. $8.50 f.o.b. Dallas, Texas. Sold on money back guarantee. Distributor for D. Gottlieb, ChiCain. STATE MUSIC DISTRIBUTORS INC., 3100 MAIN ST., DALLAS, TEXAS.

FOR SALE: JENNINGS AND MILLS FRUIT machines slat machines for export. Also complete stock of fruit machine parts. Call or write Nevada Fruit (Slat) Machine Co., P.O. Box 5734, Reno, Nevada.

ALL MAKES AND MODELS USED SLOT MAchines—Uprights by Exclusive Bally Distributor Northern Nevada. CURRENCY GAMING DEVICES, 44 WEST LIBERTY ST., RENO, NEVADA. TEL. (702) 329-7547.

CHANGERS—NEW HAMILTON CHANGERS—25¢ and 50¢ Below wholesale cost. Original Mutoscope Punching Bag A-1 $250.00; Downey Johnson Coin Counter—Complete $150.00. Complete stock new & used Guns — Phonos — Pool Tables — Cigarette Machines. PAUL A. LAYMON, INC., 1429 W. PICO, LOS ANGELES, CALIF., PHONE: 749-7351.

25 DIFFERENT L.P.'S, ALL MAJOR LABELS, mono, stereo assortment, $45.00 prepaid. State artists preferred. All current new merchandise, no cutouts or audition copies. $3.79 and $4.79 lists. Remittance with orders. Fast service. EMPIRE DISTRIBUTING CO., 4610 LIBERTY AVE., PITTSBURGH, PA. 15224.

FOR SALE — ALL BINGOS: SUN VALLEYS, Carnivals, Sea Islands, Ballerinas, Twist, Acapulcos, Touchdowns, and OK games. For export only. Flipper pin balls, and uprights. Write: D. & P. MUSIC, 27 E. PHILADELPHIA ST., YORK, PA.

BORDER BEAUTIES ON UP; CLEANED AND shopped—Seeburg Model 220—100 selection $395.00. Flippers, pool tables, cigarette machines, music: KNOWN FOR GOOD USED EQUIPMENT. Call NASTASI DIST. CO., 826 BARONNE ST., NEW ORLEANS, LA. 70113 (523-6386) (523-1471) TODAY!

ACE LOCKS KEYED ALIKE. SEND LOCKS AND the key you want them mastered to. $1.00 each less 10% lots of 50 or more. RANDEL LOCK SERVICE, 61 ROCKAWAY AVENUE, VALLEY STREAM, N.Y. 11580. TEL: 516-VA 5-6216. Our 35th year in vending.

SEEBURG L.P.C. #480, ROCKOLA GRAND Prix and many others. Save Money—Write or Wire your needs. Lowest Prices. SEACOAST DISTRIBUTORS, 1200 NORTH AVE., ELIZABETH, N.J. (Tel: BI 8-3524).

POOL TABLES, NEW COIN-OP 7 FT., $500.00. Jukeboxes: new Jupiter $750.00 and up. Antique jukebox 1930s. Also all kinds of vending equipment for sale at lowest prices. WEST PENN VENDING SALES, 3113 Babcock Blvd., Pittsburgh, Pa. 15237 (412) 931-2961.

PINGAMES: 1 GOTTLIEB EGG-HEAD, $95.00 1 Gottlieb Corral, $110.00; 1 Gottlieb Lancer $135.00—1 Williams Valiant, $125.00. TRI-STATE DISTRIBUTING CO., BOX 615, ROME, GA. 30161.

FOR SALE: TEN 22-COLUMN NATIONAL CIGarette Vendars. Clean and complete, $265.00 ea. Write, Wire or call. First Come, First served. Money Order deposit required. R. F. JONES CO., 375 SOUTH 2ND WEST, SALT LAKE CITY, UTAH. (AREA 801). 359-2029.

FOR SALE: 25 ASSORTED NEW ALBUMS: $15.00. Our Choice Guaranteed New 33 1/3 RPM LP Albums—Mailed Insured—Postpaid—Limited Sale Offer Good Only in USA. Send Check or Money Order—No COD's. UNCLE JIM O'NEAL—BOX A—ARCADIA, CALIF. 91006.

OLDIES CATALOGUE — 45 PAGES — 2,000 titles with dates—A must for dealers, deejays, distributors. Sample, information—$1.00. RECORD RENDEZVOUS, 1004 PACIFIC AVENUE, ATLANTIC CITY, NEW JERSEY 08401.

FOR SALE: SLOT MACH. ROUTE, LAS VEGAS, Nevada. All gambling licenses included. Or will consider partner. BARRETT COIN MACH. CO., 2329 ALTA DR., LAS VEGAS, NEVADA.

LARGE SELECTION OF OLDIES BUT GOODIES, Late Hits, Rare Oldies Etc. Available from 20 cents each up, Wholesale & Retail. Write for large lists. THUNDER ENTERPRISES, BOX 271, JENKINTOWN PA. 19046.

FOR SALE. UNITED SHUFFLES: CREST $275; Ultra $295; Mambo $495. MOHAWK SKILL GAMES CO., 67 SWAGGERTOWN ROAD, SCOTIA, N.Y. 12302.

FOR SALE—FLIPPER GAMES: 1—KEENEY Poker Face, $195; 1—Williams 2-Player Lancer, $175. Both A-1 condition. BUDGE WRIGHT'S WESTERN DISTRIBUTORS, 1226 SW 16TH AVENUE, PORTLAND, OREGON.

FOR SALE — MASQUERADES $425, SWEET Hearts $150, Central Parks $290, Swing-Alongs $185, Mayfairs $365, Happy Clowns $325, Kings & Queens $265, Mini Golfs $125, Oh Boys $140, Hot Lines $360, Major Leagues $210, Kismets $125, Whoopees $280, Pretty Baby $265, Pitch & Bat $410, Official Baseball $125, Fun Cruise $250, Six Sticks $375, Loop The Loop $325, Gold Rush $225, Star-Jet $165, Bazaar $340, All Star Baseball $175; Spotlite, bowler, $375; Texas Ranger Gun $300. United: Matador, bowler, $510. Also largest stock of bingos in the country. NEW ORLEANS NOVELTY COMPANY, 1055 DRYADES STREET, NEW ORLEANS, LOUISIANA, 529-7321. Cable: NONOVCO.

MISC.

NEW FOR DEEJAYS! SIX VOLUME LIBRARY of 6,000 riotous classified one-liners, $5.00. Copy of comedy monthly free with order! "Comedy Spectacular", giant laugh sampler of one-liners, breaks, etc., $2.00. Catalog free. EDWARD ORRIN, 8034 GENTRY, NO. HOLLYWOOD, CALIF. 91605.

30,000 PROFESSIONAL COMEDY LINES! Largest laugh library in show business. Forty books of classified material, plus Orben's Current Comedy the newsmaking topical gag service featuring hip deejay lines in each issue. Great sample selection, $5.00. Catalog free. ORBEN DEEJAY LAUGHS, 3536 Daniel Crescent, Baldwin Harbor, N.Y. 11510

'Tac' Elms' 35th Anniversary

(Continued from page 70)

that as a youth he worked from 5 in the morning until midnight and had little time for sports. "Tac wants to help make certain kids get a chance to learn and play sports and he does it in so many different ways, it is doubtful anyone can keep track," one official said.

In another area of recognition, the president of the Meal-A-Minute res-

Shown in the display case are some of the many awards 'Tac' Elms has won for his outstanding civic activities.

taurant chain, Bill Gruber, named a horse after Elms, "Mister Tac." Tac remembers "the horse was like me, he stood up well in tough conditions." Others liken the horse to Tac, who "was a winner even when all kinds of disadvantages came along."

Although much of his business success has come from the coin boxes of his Seeburg phonographs, Tac remembers some of the trials of early days of operating. Once, he said, "I almost collected enough linoleum to make a covering for our living room. The coin chutes would accept pieces of linoleum cut to the size of a nickel and for a while all I came home with was a bag of linoleum discs." However, the people at Seeburg soon devised a solution to that problem and things were placid until the appearance of the Texas slug. This, too, was eliminated as a problem and Tac continued to build his business on service and programming.

The value of proper programming was brought home most vividly to him by a customer in a location who had his ear glued to the front of the phonograph. Every time the record finished, Tac tried to open the machine to make the collection but the customer objected and played the same selection again and again. The location owner pointed out that the patron had recently been divorced by his wife and found consolation in a specific record. Tac offered to put free plays on the machine if only the patron would let him make the collection. At that point, Tac realized the value of proper programming for the patron said, "if that music machine could cook, I'd get married again."

The Tac Amusement operation is built on service and programming and is a model of organization and efficiency. Distributors and operators from all over the world visit to see how the firm operates. Tac believes in showing and telling them anything they want to know. "This business has been good to me," he says and "I'm just grateful to help others."

With his ability to get along with all kinds of people, with the knowledge of people and their entertainment needs and with the respect he has earned throughout his state and community, it stands to reason a lot of days in March are going to be like Mardi Gras for John "Tac" Elms, a man who has helped a lot of people who are going to let him know they remember it.

NAC Midwest Regional Conclave Set for March 13-15

CHICAGO—A program dealing with many aspects of theatre refreshment concessions will be presented by the National Association of Concessionaires at the Mideastern Regional Theatre Owners Convention being held March 13, 14 and 15 at the Sheraton-Columbus Hotel, Columbus, Ohio.

Sponsors of the 3-day regional convention, in which NAC is taking an active part, are: the National Association Theatre Owners of Ohio; Allied Theatre Owners of Western Pennsylvania and the West Virginia Allied Theatres Association.

Julian Lefkowitz, L & L Concession Co., Detroit, Michigan, NAC second vice-president, is chairman and moderator of the NAC program, which will feature talks by NAC director J. C. Evans, Gold Medal Products Co., Cincinnati, Ohio and NAC member Knute Boyle, Theatre Candy Co., Pittsburgh, Penna. A question and answer period will follow the session.

Lefkowitz, in his talk combined with a slide presentation will cover equipment, decor and size in "Yesterday's and Today's Concessions," plus a series of slides depicting a drive-in restaurant on theatre property.

Louis L. Abramson, NAC executive director, Chicago, will also speak at the NAC concession session, which is scheduled for Monday afternoon, March 13.

Cash Box JUKE BOX OPS' RECORD GUIDE

PICKS for PROGRAMMING

The following records, selected from the CASH BOX Top 100, represent tunes and performances which appear to be especially suitable to the juke box on location. Ops should check with their one-stops for availability.

TELL ME TO MY FACE
Keith (Mercury 72652)

FOR HE'S A JOLLY GOOD FELLOW
Babby Vinton (Epic 10136)

WHAT A WOMAN IN LOVE WON'T DO
Sandy Pasey (MGM 13702)

ON A CAROUSEL
Hallies (Imperial 66231)

AT THE ZOO
Simon & Garfunkel (Columbia 44046)

SING ALONG WITH ME
Tammy Rae (ABC 10908)

THIS IS MY SONG
Petula Clark (Worner Bros. 7002)

A-BEGGIN'
Faur Seasans (Philips 40433)

STRAWBERRY FIELDS FOREVER/ PENNY LANE
Beatles (Copitol 5810)

DEDICATED TO THE ONE I LOVE
Mamos & Popas (Dunhill 4077)

SHOW ME
Jae Tex (Dial 4055)

PEEK-A-BOO
New Vaudeville Band (Fantana 1573)

WITH THIS RING
Platters (Musicar 1229)

MORNINGTOWN RIDE
Seekers (Capitol 5787)

1,2,3
Ramsey Lewis (Codet 5556)

TROUBLE DOWN HERE BELOW
Lou Rawls (Copitol 5824)

YOU GOT TO ME
Neil Diamand (Bong 540)

INDESCRIBABLY BLUE
Elvis Presley (RCA Victor 47-9056)

I'LL TAKE CARE OF YOUR CARES
Frankie Loine (ABC-10891)

MUSIC TO WATCH GIRLS BY
Bob Crewe Generation (DynoVoice 229)

ROCK-OLA

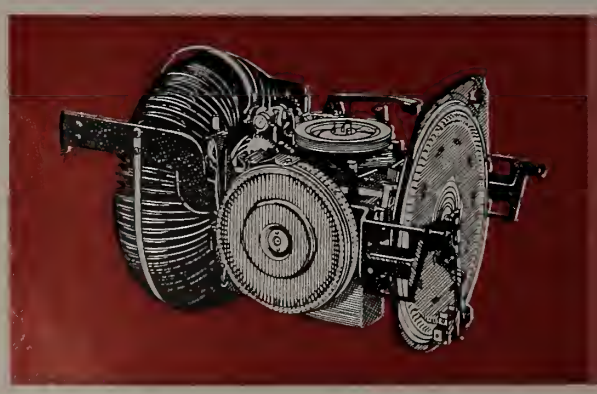
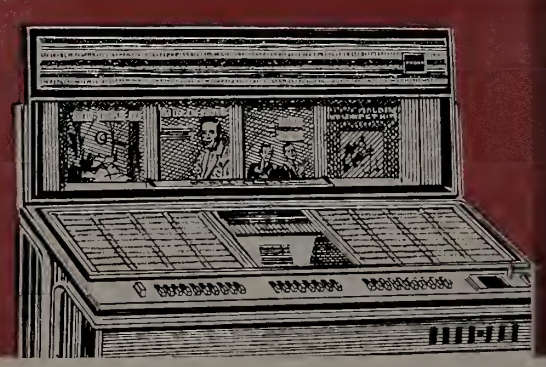
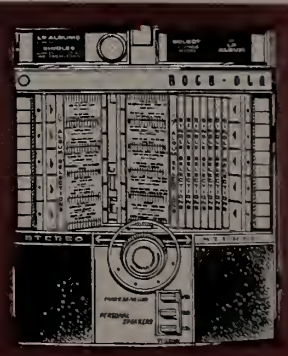
. . . the dependable line of money-makin' music makers

A beautiful introduction to plush surroundings . . .

Here is the answer to prestige locations. The exciting new GP/Imperial is a magnificent blend of fashionable styling and stereophonic high fidelity. 160 selections. Stereo-monaural. Intermixes 33⅓ and 45 RPM records. 7″ LPs. Any sequence. Designed to capture the most elegant locations.

Traditional Rock-Ola flair for design reaches a brilliant new level of excellence in this year's Imperial. Proved Rock-Ola performance features combine with new styling to produce a phonograph of unusual appeal. Handsome cabinet. Distinctive grill. Beautifully framed with long-lasting anodized aluminum trim. Rock-Ola Manufacturing Corporation, 800 North Kedzie Avenue, Chicago, Illinois 60651.

EXCLUSIVE ROCK-OLA REVOLVING RECORD MAGAZINE. Imitated, never equaled, the Rock-Ola Revolving Record Magazine and mechanical selector have established outstanding records of performance and dependability.

EASY-TO-READ SELECTOR AND FULL DIMENSIONAL SOUND PANELS. Beautiful profile enhances prestige styling. Stand-up viewing of 160 selections. Full dimensional sound panel gives sensational room-filling sound.

PHONETTE WALLBOX MODEL 500. Personal listening from 160 selections. Compact stereo speaker-selector unit. Simple selector panel and personal volume controls. 50¢ coin chute optional. Available as Model 501 for 100 selections.